

Client Assessment:

Coos County Family
Health Services,
Berlin, NH



Submitted by:

Adele D. Woods, MS, CEO
Coos County Family Health Services
Berlin, NH

One of the keys to success in today's physician recruiting market is perseverance. In the following client assessment, Adele D. Woods, CEO of Coos County Family Health Services in Berlin, New Hampshire, discusses how Merritt, Hawkins & Associates worked through challenges and was successful for her organizations. Coos County Family Health Services is a Federally Qualified Health Center (FQHC) providing a safety net for community health in the Berlin area.

"Our need was for a family practitioner who would perform both inpatient and outpatient services. Specific requirements of the inpatient work included neo-natal resuscitation credentials as well as vent management competency."

"Our biggest challenge is geography as we are located two and a half hours from a commercial airport and three hours from a city of any size. Another challenge was the after hours call set-up, which required the physicians to go in to the hospital and do admissions."

"We selected Merritt Hawkins & Associates because based on their experience and resources they seemed to be up to the job. The firm's strengths include the perseverance, organization and hustle of its consultants. Though the search was not completed overnight, they did land us the type of physician we were seeking."

"Given the physician shortages in primary care and our local challenges, Merritt, Hawkins & Associates did a very good job and I would use the firm again."