

## CLIENT ASSESSMENT

### MERRITT HAWINS

Phyllis Faulkner  
Corporate Executive Manager  
Salud Family Health Centers  
Fort Lupton , Colorado

Merritt Hawkins, for 26 years the leader in physician search and consulting, is proud to be the sole preferred partner for permanent physician recruiting of the National Association of Community Health Centers (NACHC). In the following client assessment, Phyllis Faulkner, Corporate Executive Manager of Salud Family Health Centers, describes how Merritt Hawkins' proven, consultative approach to physician recruiting was successful for one of her nine centers.

"We partnered with Merritt Hawkins on a search for a family physician."

"We faced a wide range of challenges with this search. There is a small candidate pool and our center is in a region on the plains of Eastern Colorado that is not considered desirable by many candidates. We also heard from candidates that the housing market was very poor."

"Merritt Hawkins' responded to these serious challenges by finding us a good candidate with strong family ties to the area (the physician's spouse is from the community)."

"We found the initial visit that Merritt Hawkins' marketing consultant made to the community to be very beneficial, as was the on-site visit by the recruiting team. Merritt Hawkins assigned a very competent recruiter to our search."

"We have worked with other recruiting firms in the past and we received very few referrals. Often, the candidates who did interview were a poor fit."

"Based on the results they achieved, I would both work with Merritt Hawkins again and refer them to others."