



May 31, 2013

To Whom It May Concern,

I am pleased to provide a reference letter for The Medicus Firm. As a 43-bed general acute care hospital in east-central Kansas, we needed a quality recruitment firm that understood our requirements and our particular needs. We are extremely pleased with the work that The Medicus Firm did for us in securing a new Family Practice physician – arguably the best addition to our staff in recent memory. Not only was the search contract attractive from a pricing standpoint, but the level of attention we received and the results were excellent.

We have worked with a number of recruitment firms over the years, and there are three qualities about The Medicus Firm that put them in a category above the rest: 1) the company's commitment to the search, 2) the dedication and professionalism of the recruiter, and 3), the quality of the candidates presented. Our search was difficult and took longer than we anticipated, but our recruiter never gave up. Without his drive to succeed, we would not have been able to find the outstanding physician we eventually signed.

Throughout the entire recruitment process we were presented with quality candidates who fit our parameters, understood our community, and would make a positive contribution to our medical staff. Every physician we interviewed was a candidate we were interested in signing. Beginning with the initial on-site profile, our recruiter learned every detail about our opportunity and our candidate requirements. Armed with this information, candidates were screened and presented appropriately. This made our internal processes flow efficiently into a productive site visit and interview.

It is said that the true identity of an organization comes out when tough times occur. The Medicus Firm demonstrated character in the way in which they handled our search. If you are searching for a quality, professional, and ethical organization that truly cares about their clients, look no further. I believe you will find that The Medicus Firm will provide you with exemplary service and positive results.

Sincerely,

A handwritten signature in black ink, appearing to read "Roy Mann", written over a light blue grid background.

Roy Mann  
Business & Medical Staff Development Coordinator  
1201 W. 12<sup>th</sup> Ave.  
Newman Regional Health  
Emporia, KS 66801  
rmann@newmanrh.org