



Fairview Hospital

BERKSHIRE HEALTH SYSTEMS, INC.

29 Lewis Avenue, Great Barrington, MA 01230

March 15, 2011

To Whom It May Concern:

I am happy to write a letter of recommendation for The Medicus Firm, and hope that the details of our experience with Medicus may be helpful.

Our hospital first entered into a formal relationship with Medicus in April, 2010. I must mention that we had had an unsatisfactory experience with another retained recruiting firm in the past. But because of a prolonged unsuccessful recruiting effort on our part for an Emergency Physician, we were encouraged, after meeting with senior Medicus recruiter, Lisa Wagner, and learning the philosophy and terms of The Medicus Firm's approach to physician recruitment, to try again.

Our experience was greatly rewarded; not only did Medicus find a candidate and assist us in recruiting this excellent Emergency Physician, the process, the friendly and well timed communications with our primary Medicus recruiter, Marcel Barbey, and, to be blunt, the financial terms, have left us determined to continue our relationship with Medicus in the likely event of needing recruiting assistance in the future.

I would like to emphasize that part of Mr. Barbey's approach was to give us realistic expectations about our specific recruit based on Medicus's up-to-date experience with the specialty position we were seeking to fill, and his understanding of all the particulars of our opportunity. We were made no promises about an immediate fix since our recruit, as we knew ahead of time, would be difficult. But reasonable expectations allow for satisfying relationship building, and in the end, our success seemed to happen quicker than anticipated.

I would very much recommend The Medicus Firm as a partner in physician recruitment, and would be happy to speak to anyone interested in more details.

Sincerely,

Brian Burke MD
Medical Director
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