



HOSPITAL DISTRICT NO. 5 *HARPER COUNTY, KANSAS*

1204 Maple St. * Harper, Kansas 67058 * (620) 896-7324

January 15, 2010

To Whom It May Concern:

The challenge of recruiting a physician to serve in a rural community can be daunting. Recruiting is a time consuming process and resources are often limited. After exhausting all internal recruiting efforts without success, we turned to Arthur Marshall for assistance. We recognized that enlisting an outside recruiting firm is a financial commitment, however, an unfilled position results in lower revenues as well as increased expenses for temporary coverage. The longer a position goes unfilled the more this gap continues to widen.

Arthur Marshall had access to a large pool of applicants that we could never have reached on our own. With their help we were able to find a physician who is a great fit for our community and understands what it means to provide healthcare in a rural hospital. We were fortunate in that our position was filled in only a few short months, however I am aware of other facilities that have not been as fortunate, and Arthur Marshall continued to work hard for them for the duration.

Communication is key, and we felt we had great communication with Arthur Marshall throughout our search. They listen to your needs and your input and act accordingly. We would use Arthur Marshall for future recruiting assistance should the need arise.

Sincerely,

Kim Cinelli, CEO
Harper Hospital