

About Whitman Partners

- Places the Director of Surgical Services within their portfolio of Client Hospitals and Surgery Centers
- Staff consists of 4 Partners, 2 Associates and 1 Researcher
- Our team makes 500 contacts with Perioperative Directors weekly
- Candidates organized by Hospital, Beds, Education, Experience and Compensation
- Our map is the #1 resourced job tool for Directors of Surgical Services in the country with 1000 unique views per month
- Social Media sites like Facebook and LinkedIn allow Whitman Partners to communicate about Director of Surgical Services searches across a variety of media
- Whitman Partners has a proven track record having completed 90 Searches for 60 clients as of November, 2011
- The firm also offers Interim Professionals for minimum of 13 week assignments in addition to or in conjunction with Comprehensive “Retained” Search



www.whitmanpartnersinc.com/maps.html

Client References

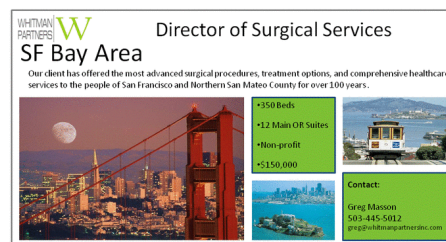
1. Mission Hospital—Mission Viejo, California.
Shirley Barnes, Vice-President of Human Resources 949-364-1400
2. Oregon Health and Sciences University—Portland, OR. Melody Montgomery, Assistant Hospital Director, Perioperative Services
3. St. Mary’s Regional Health Center—Detroit Lakes, MN. Jackie Buboltz, Vice-President of Human Resources 218-847-5611
4. Methodist University Hospital—Memphis, TN. Catherine Murphy, Chief Nursing Officer 901-516-7000

Fee Structure

- 1/3 x 1/3 x 1/3 format
- 30% fee
- 365 Day Guarantee

Benefits of Retained Search

- Top candidates contacted as part of a retained search have the peace of mind that their career information will be held in the strictest confidence and are more willing to explore opportunities for advancement
- Contingency recruiters are trained to hedge their bets by offering a candidate to multiple clients simultaneously. Whitman Partners’ retained clients gets first right of refusal on candidates
- Whitman Partners becomes a Public Relations partner and enhances clients image in the marketplace by clearing all branded marketing pieces and literature through the client
- Financial commitment ensures a consistent, dedicated attention to your search



Director of Surgical Services SF Bay Area

Our client has offered the most advanced surgical procedures, treatment options, and comprehensive healthcare services to the people of San Francisco and Northern San Mateo County for over 100 years.

- 350 Beds
- 12 Main OR Suites
- Non-profit
- \$150,000

Contact:
Greg Mason
503-445-5012
greg@whitmanpartnersinc.com

The Whitman Partners Retained Process

1. To begin a search, we make an Initial Site Visit to meet our client, tour the facility and get a feel for the community in preparation of a potential relocation
2. Working with our client’s executive team, we develop a Search Timeline to ensure that we, and our client, stay on track
3. We submit a Long List of Target Candidates for vetting and cross referencing by the Client Executive and Human Resources
4. All of our initial interviews with candidates are conducted in-person or over Skype video conference
5. Prior to submission, the candidate fills out a Candidate Questionnaire, tailored to the unique circumstances of the client’s Needs Assessment.
6. Throughout the search, we conduct bi-weekly conference calls to discuss progress and deliver weekly Presentation Logs
7. As candidates move through their final interviews, we begin an intensive and thorough process of 360-degree References. We do not solicit letters of reference. Instead, we speak directly with each candidate’s bosses, peers and subordinates, documenting in a transcript style
8. We are often asked to play an important role in the final negotiations

between the candidate and our client. Although we do not provide legal advice, we can help think through compensation packages and provide advice on relocation and family considerations

9. Our Search Summary includes much of the information listed above and includes candid candidate feedback that becomes the intellectual property transitioned to the client

Search Summary		
Mission Hospital, Mission Viejo		
Genie Castelli	Dorsey Regional Medical Center (999)	BSN, MBA, 10 OR suites, they do all cases 136K, +6 years of Director experience, it's situations is in jeopardy and may close in forward.
Director of Surgical Services	Dorsey, CA	
Dawn Hughes	Suzette Hospital and Medical Center (99)	MSN, MBA, Manages 14 OR suites and 3 experience in Peri-operative Services as opportunities in Southern California.
Director Surgical Services	Las Vegas, NV	
Leanne Smith-John	Stony Brook Hospital (99)	MSN, 10 OR suites 1 year with Hospital. Her salary is 124K. Open to Mission Hospital in Mission Viejo and her parents live in SF just connected with Corrojo on 12/14. She and will be received shortly
Director Surgical Services	Cooperstown, NY	
Linda Olson	Alameda Cou	BSN, MBA, Extensive OR experience in

Whitman Partners Search Summary

Contact Us

Whether your search is in need of a rescue or you just have some questions, we are happy to discuss.

www.whitmanpartnersinc.com

503-445-1044