



To whom it may concern:

In March of 2014, The Inline Group began to officially work with Beaver Medical Group (BMG), a 20 facility group centered in Redlands, California. BMG's biggest complaint prior to partnering with The Inline Group was the lack of a pipeline of candidates who were truly interested in BMG's location. As BMG competes directly with the Los Angeles market, they found that they continually lost candidates due to their location.

In the 17 months of our partnership, BMG has received 84 candidates matched to their various opportunities. Furthermore, in that time, 1,142 unique candidates viewed our landing page 2,416 times. At the moment, BMG has made one hire and has two offers outstanding to candidates received directly from The Inline Group's efforts.

With Inline, the candidates just keep coming. All it takes is one placement and the fee is worth it. I work closely with Shirin Virani, my Account Manager. Shirin and I communicate constantly to update searches, follow-up on candidates, or any other questions or concerns we may have.

I always have a pipeline of candidates to work with. Even when a candidate falls out further down the process, I know that I have candidates to talk to because Inline keeps her pipeline full. I like the fact that Inline does their job of the initial prescreening/interviewing, but once the candidate hits my desk, its 100% in my hands – Shirin is there for assistance, but not overbearing like some of the other organizations can be. It's nice to approach a candidate about your position and know that they are truly interested in our location and organization.

I would recommend Inline's progressive model to any organization with primary care needs!

Sincerely,

Tracee Roque
BMG Med Admin- Recruiting
Beaver Medical Group