

## Success Story

January 15, 2016



### Well-Key Urgent Care in Knoxville, TN Client Partnership Date: October 1, 2015 Months of Service: Four

Well-Key is located in Eastern Tennessee, and serves the Knoxville-Sevierville-La Follette Combined Statistical Area. In 2013, the area reported a population of 1,096,961. Since 2010, Well-Key Urgent Care (formerly Smoky Mountain Urgent Care) has served the needs of Sevierville and surrounding areas. With the recent opening of their center in Knoxville, they are now Knox County's go-to place for REAL urgent care by REAL doctors.

The Inline Group's Randy Keeth met for the first time with Well-Key on September 29, 2015, within three days they engaged our services and had their introductory call. Our charge, to help them identify candidates for their new Knoxville Location.

As of January 14, 2016, Well-Key has seen:

- 54 unique hits to their Custom Landing Page
- 11 qualified and screened candidates matched to their job
- Two hires

Chuck Jones identified Dr. Jean Allen as a match on December 7, 2015. Dr. Allen was presented to Well-Key. Three days later, on December 10, another match was made by Duana David and Dr. David Luck was presented. **Within about two months** of the signing of the contract and the set-up of the account, Well-Key had two physicians to hire.

This search has been successful because Dr. Robin Husky works closely with Angela Wilson, her account manager. Well-Key is prompt in their contact with matched candidates. They have an excellent internal process and a clear understanding of who they want to see.

They understand that their growth plan depends upon the ability to add physicians and they aggressively recruit qualified candidates.