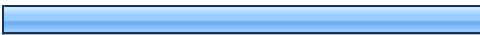
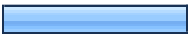








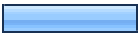


1. Do you outsource search assignments to contingency and/or retained firms?

		Response Percent	Response Count
Yes		72.5%	111
No		27.5%	42
answered question			153
skipped question			4






2. Over the last year, I have received on average:

		Response Percent	Response Count
I don't received marketing calls about recruitment services		0.0%	0
1 call per day about recruitment services		8.6%	13
2 calls per day about recruitment services		8.6%	13
3 calls per day about recruitment services		26.5%	40
4 calls per day about recruitment services		20.5%	31
Calls per day about recruitment services (please specify in box below)		35.8%	54
answered question			151
skipped question			6

3. Over the last year, how many calls from different members of staff, at the same company, have you received in one day?

		Response Percent	Response Count
I don't receive marketing calls about recruitment services		0.0%	0
2 calls in one day		59.2%	87
3 calls in one day		19.7%	29
4 calls in one day		8.8%	13
Calls in one day (please specify in box below)		12.2%	18
		answered question	147
		skipped question	10

4. Over the last year, I receive on average:

		Response Percent	Response Count
I don't receive marketing calls about recruitment services		0.0%	0
1 email per day about recruitment services		8.1%	12
2 emails per day about recruitment services		12.8%	19
3 emails per day about recruitment services		21.5%	32
4 emails per day about recruitment services		24.2%	36
Emails per day about recruitment services (please specify in box below)		33.6%	50
		answered question	149
		skipped question	8

5. Over the last year, how many emails from different members of staff, at the same company, have you received in one day?

		Response Percent	Response Count
I don't receive emails about recruitment services		2.1%	3
2 emails per day about recruitment services		51.0%	74
3 emails per day about recruitment services		14.5%	21
4 emails per day about recruitment services		9.0%	13
Emails per day about recruitment services (please specify in box below)		23.4%	34
answered question			145
skipped question			12

6. When marketing services to our medical practice and/or hospital it is best to communicate with me by:

		Response Percent	Response Count
Telephone - Morning		2.0%	3
Telephone - Afternoon		1.3%	2
Electronic mail		83.2%	124
Direct mail (US Postal Service)		5.4%	8
All of the above		0.7%	1
None of the above		7.4%	11
answered question			149
skipped question			8

7. Please complete the following sentence: In my opinion, the most effective marketing approach for a firm to garner new business is _____

	Response Count
	131
answered question	131
skipped question	26