



## A CASE STUDY

### The Third Time's a Gem

VP of Facilities Management, MidMichigan Medical Center

#### The Need:

The MidMichigan Medical Center is the flagship of the four-hospital MidMichigan Health System. With one extremely overworked person handling the facilities management needs for the entire system and \$120 million worth of projects underway, it was clear that MidMichigan Medical Center needed its own Vice President of Facilities Management. But identifying the need for the position was only the first step, and after working with two different recruiting firms for over a year, MidMichigan had not found an acceptable candidate for the job.

Frustrated, Terry Moore, then President and now CEO Emeritus, turned to Gosselin Associates, which had been highly recommended to him for help.

#### Our Solution:

Prior to hiring Gosselin Associates, Moore questioned whether an east coast firm could find the right person for his mid-western facility. Jack Gosselin assured Terry that his network was nationwide, and it soon became clear that Jack was right. According to Terry, "With highly effective listening skills and a deep knowledge of the health care facilities management field, it didn't take Jack Gosselin long to determine what we needed. In just a few months, we were finally seeing highly qualified candidates."

#### The Result:

Terry Moore: "We are thrilled with our new VP of Facilities Management. He is exceptional, people really like him, and the work is progressing very well. He moved his family to take the position, and Jack facilitated the many considerations involved in such a complex recruitment.

"I cannot say enough about the difference between Jack's approach and those of the other firms we worked with. It comes down to network and knowledge. Jack is wired--he knows everyone in the field, and he is highly respected. Additionally, having worked in health care facilities management himself for so long, his deep knowledge of the discipline and experience with so many organizations enables him to determine who will be the right fit for each engagement. I would recommend Jack Gosselin to anyone."

### CLIENT PROFILE

**Facility Type:** 250-bed flagship hospital of the four-hospital MidMichigan Health System.

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*--Terry Moore, CEO Emeritus*

