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MARKET trends

Permanent Placement *Ryan Anholt, Executive Vice President, Delta Physician Placement* Our latest data shows that 83 percent of primary care physicians sign after only one site visit. Although the demand for primary care is high, candidates are not taking a long time to make a decision about where they want to practice. With only one chance to make an impression, hospitals and groups need to ensure a quality on-site visit. Customizing the interview for the candidate is an important piece in setting their opportunity apart.

Market Demand *Rob Landstad, Vice President, Delta Physician Placement* With an increasing number of health care systems offering employed structures for primary care, controlling the referral market is becoming a key strategy. Through employment of the primary care base, the stage is set to recruit in new service lines, including hard-to-find specialties like Pulmonology, Gastroenterology, Urology and Neurology.

Locum Tenens *Sherri Carlton, Executive Vice President, Delta Locum Tenens* Primary Care specialties continue to be in high demand along

with all internal medicine sub-specialties. An increasing number of new physicians are requesting locums assignments as an option to travel and "test drive" many practices prior to making a permanent decision. In addition, permanent positions are attracting physicians by offering more time off, and more candidates are using that time for locums assignments. Medical facilities are primarily requesting coverage while searching for a permanent physician; however, other reasons include maternity or military leave, vacation and CME coverage or case load fluctuations.

Market News *Marc Bowles, Chief Marketing Officer, The Delta Companies* The Delta Companies recently conducted a survey of healthcare executives and CEOs regarding their experience with physician recruitment and retention in 2006. Out of 117 total survey respondents, 68 percent said this year's physician recruitment market has been more challenging than last year. In order to attract physicians, 65 percent said they had to improve their offers from 2005 and 20 percent said voluntary physician resignations increased over that same time period.

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the physician recruiting STANDARD™

3rd Quarter 2006
October '05 - September '06



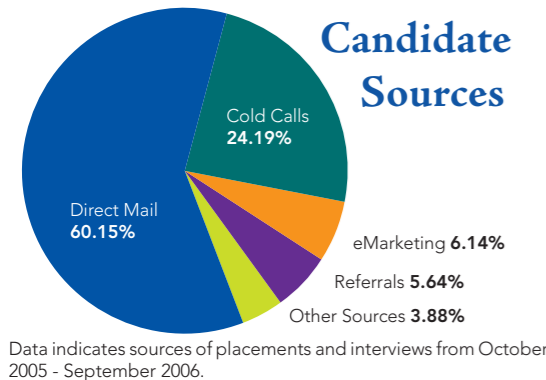
Placements and Interviews

Placement Data by Specialty



	Avg. Starting Compensation	% Change from Year Previous	Average Sign-on Bonus	Avg. Days Profile to First Interview	Avg. Days Intv. to Placement	Average Days Total Placement	Fastest Days-to-Fill	Total Annual Compensation
Primary Care								
Family Practice	\$154,029	▲1.2%	\$15,831	92	36	108	24	\$208,688
Internal Medicine	\$165,388	▲4.8%	\$21,307	76	26	105	45	\$227,118
Pediatrics	\$164,167	▲0.6%	\$16,300	92	23	107	19	\$217,083
Psychiatry	\$198,630	▲31.5%	\$18,467	84	23	100	47	\$235,308
Obstetrics/Gynecology	\$256,476	▲1.2%	\$30,536	63	33	160	56	\$352,882
Surgery								
General Surgery	\$267,463	▲9.7%	\$22,556	64	26	82	22	\$358,090
Orthopedic Surgery	\$413,407	▲7.1%	\$41,094	85	56	135	49	\$556,279
Otolaryngology	\$299,476	▲15.2%	\$39,545	103	49	140	90	\$395,625
Urology	\$348,231	▲0.9%	\$28,214	109	71	220	106	\$528,387
Neurosurgery	\$552,500	▲4.4%	\$48,125	98	114	172	163	\$700,125
Sub-Specialties								
Cardiology	\$396,638	▲12.5%	\$27,037	114	33	126	63	\$543,590
Neurology	\$225,023	▼2.3%	\$19,750	77	65	143	59	\$322,667
Oncology	\$282,692	▼5.3%	\$21,600	117	27	126	61	\$500,179
Pulmonary Disease	\$268,158	▲21.2%	\$26,500	82	28	177	81	\$389,455
Gastroenterology	\$336,806	▲4.5%	\$24,000	83	35	164	63	\$483,065
Hospital Based								
Anesthesiology	\$326,880	▼4.2%	\$19,444	76	30	101	57	\$378,444
Radiology	\$412,143	▲1.5%	\$35,556	63	30	107	49	\$606,176
Hospitalist	\$177,737	▲14.7%	\$19,000	89	22	114	27	\$215,957
Emergency Medicine	\$231,902	▼15.7%	\$16,667	86	24	103	89	\$234,027
CRNA	\$161,050	n/a*	\$13,385	80	28	117	90	\$181,857

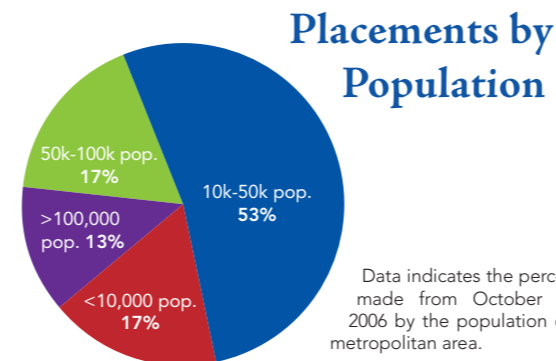
Data reflects averages from over 1,006 placements and interviews by Delta Physician Placement and Liquid Medical Recruiting from October 2005 to September 2006. "Average Starting Compensation" data reflects average beginning compensation only. "% Change from Year Previous" column reflects change from numbers published in the Q3 2005 Physician Recruiting Standard. "Total Annual Compensation" data reflects average yearly compensation excluding benefits. "Average Days" data does not include searches performed off-contract. "Average Days Total Placement" data is calculated from profile to placement. *CRNA data was not reported in the Q3 2005 Physician Recruiting Standard.



Placement Statistics by Specialty Grouping

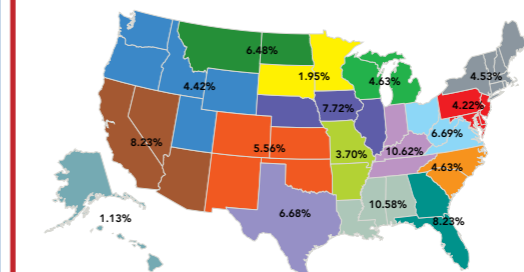
	Primary Care	Surgery	Sub-Specialties	Hospital Based
Second Interview Required	17%	23%	27%	19%
Currently In-Practice	76%	85%	87%	81%
Offered Salary (no Guarantee)	63%	64%	77%	93%

Data is based on placements made from October 2005 to September 2006.



Market Demand

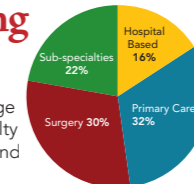
Nationwide Search Distribution



This chart represents searches initiated by Delta Physician Placement on behalf of healthcare facilities for October 2005 to September 2006.

Search Distribution by Specialty Grouping

This data indicates the percentage of searches initiated by specialty grouping between October 2005 and September 2006.



Specialty Demand Comparison

	3 rd Quarter 2006	3 rd Quarter 2005
1.	Orthopedic Surgery	Internal Medicine
2.	Family Practice	Family Practice
3.	Internal Medicine	Orthopedic Surgery
4.	Cardiology	Cardiology
5.	Hospitalist	General Surgery
6.	General Surgery	Obstetrics/Gynecology
7.	Urology	Urology
8.	Gastroenterology	CRNA
9.	Obstetrics/Gynecology	Neurology
10.	Radiology	Pulmonology
11.	Otolaryngology	Hospitalist
12.	Pulmonology	Neurosurgery
13.	Psychiatry	Radiology
14.	Neurology	Pediatrics
15.	Anesthesiology	Psychiatry

This data compares the top 15 most requested searches initiated by Delta Physician Placement, comparing the third quarters of 2005 and 2006.

Locum Tenens

Average Cost for Coverage

Anesthesiology (CARD or PED)	\$2,446/day
Anesthesiology (General)	\$1,943/day
Cardiology (Interventional)	\$2,155/day
Cardiology (Invasive)	\$1,844/day
CRNA	\$1,161/day
Dermatology	\$1,360/day
Emergency Medicine (EM Residency)	\$237/hour
Emergency Medicine (no EM Residency)	\$185/hour
Family Practice (no OB)	\$98/hour
Gastroenterology	\$1,486/day
General Surgery	\$1,428/day
Hospitalist	\$133/hour
Internal Medicine	\$105/hour
Nephrology	\$1,191/day
Neurology	\$1,230/day
Neurosurgery	\$2,792/day
Occupational Medicine	\$96/hour
Orthopedic Surgery	\$1,710/day
Pediatrics	\$94/hour
Psychiatry	\$1,164/day
Pulmonary Critical Care	\$1,675/day
Radiation Oncology	\$1,439/day
Radiology (diagnostic)	\$2,262/day
Radiology (interventional)	\$2,722/day
Urgent Care	\$114/hour
Urology	\$1,374/day

Data indicates the average rates billed for locum tenens coverage in each specialty from July to September 2006. Daily rates are based on an eight-hour day. Exact rates vary according to the provider's experience and/or skill level and depends on client-specific job parameters.



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