

Introducing igMedical:

igMedical is an independent recruiting agency that was formed out of the power of intention. The intention to develop and practice a new level of service that honors relationships and fulfilled promises above all.

At igMedical, we reject the usual sales model of every day recruiting firms because it places negative pressure on the search and recruitment process, thus compromising the end result. We instead engage in the *art of recruitment* which is a series of touch points and expert marketing of opportunities all wrapped in the mystery of timing.

All About Us:

IrvingtonGroup, dba igMedical, was founded by Lori Wallace in 2005 with the objective of operating a direct search and recruitment service that was *service-oriented to its core*.

Lori Wallace is the principal of the company and senior recruiter. Lori began her recruiting career in 2002 working for a large national firm. Prior to entering the field of recruitment, she gained valuable professional experience working as an executive for a national fortune 500 financial services company in San Francisco. Lori has a long track record of success and exceeding expectations.

igMedical is headquartered in Berkeley, California. The company employs an open model of network recruiting that leverages the talents of select independent recruiters who share the same strong work philosophy and ethic as employees of igMedical.

Our Industry Focus:

For igMedical, a focus on healthcare translates into several sectors, including health system (pharmacy, nursing, radiology), managed care, health plan and PBM. While we have an ever expanding database of contacts, our expertise lies in our ability to seek out and find that single person who is meant for that specific position. Once again, the power of intention allows us to branch out into almost any area where our healthcare client indicates a need.

Our Service Approach:

igMedical partners with Healthcare Companies to reduce healthcare costs. At igMedical, this translates into lowered fee structures and expanded flexibility every day.

igMedical partners with companies' internal staffing teams to identify their top priorities.

We work within our clients' established processes to facilitate superior matches with the greatest efficiency and ease.

igMedical recruiters listen intently to companies and candidates to best understand their needs.

We then produce quality information, guidance and support to answer those needs even if that means making a referral to another organization which ultimately may result in the loss of a business opportunity for igMedical.

igMedical develops and nurtures long-term relationships.

That means staying connected to people, following through on commitments, and producing exciting results.

And bottom line, we thrive on the day to day, minute by minute, opportunity to meet new people and add value.

Our Target Methodology:

igMedical employs an open recruiting model. This is contrary to the conventional recruiting model that, all in the name of fee protection, seeks exclusivity and retained relationships. On the contrary, igMedical encourages its clients to use more than one firm to ensure their ultimate success. igMedical also actively leverages the vast power of professional networking with other talented recruiters to hasten the process and provide superior results.

igMedical employs a flat operational structure. This means you won't find any fancy offices, or big sales trips to the islands, or puffing of the service fee to pay for layers of senior management. You also won't find franchising partners or shareholders to whom we must pay dividends. Instead, you'll find a network of highly skilled and dedicated recruiters, all working independently, yet under the same code of ethics and recruitment model designed to find you the right match right now.

igMedical employs direct search to surface top candidates for targeted positions.

This involves research, direct marketing, referrals and cold/warm calls to professionals to build a rich candidate pool. We won't bring our clients job board candidates that they could just have easily found through browsing their own job site accounts. Our value lies in our direct outreach and connections within the marketplace.