



**National Association of Physician Recruiters (NAPR)  
Member Spotlight:  
Communications Committee Chair Paul Estrada**

Paul Estrada, Senior Vice President for Delta Physician Placement in Dallas, Texas, took the reins of the NAPR Communications Committee earlier this year. *Recruiter's Edge* asked Paul to share some of the experience he's gained from his 20 years in healthcare staffing with its readers.

**What would you say most motivates you to do what you do?**

I love helping people grow and develop—whether that's helping our clients grow and serve their medical communities or helping our representatives develop and grow as individuals for their families. My goals are simple. I just try and make things a little better than they were before I got involved.

**Tell us about any key mentors or people who deeply influenced who you are, what you believe in and what you're committed to in your work and life.**

My father has always been a mentor and someone I've looked up to. Two of the things he's ingrained in me: "Thoughts become words, words become action, action becomes habit, habit becomes character and your character will shape your destiny" and "When your convictions are strong, your decisions are easy".

**Do any metaphors come to mind to describe the kind of work you do?**

Educator, teacher, coach.

The NAPR Communications Committee is responsible for presenting the image of NAPR to the industry. Volunteers solicit or write articles for the newsletter, and the committee sets the calendar for communications to the membership and spearheads NAPR social media efforts. Interested in serving? Email [napr@napr.org](mailto:napr@napr.org).