



Physician Hospital Alignment Strategies— Practical, Legal and Financial Considerations

**Monday March 26, 2012
8:30am to noon**



Topics & Speakers:

Location:

**Connecticut Hospital
Association (CHA)
110 Barnes Rd,
Wallingford, CT**

Agenda:

8:30 a.m.- 9:00 a.m.

Registration

9:00 a.m. - Noon

**Introductions &
Presentation**

Suggested Audience:

Physicians
Hospitals
Multispecialty Groups

The volume of alignment activity between medical practices, hospitals and multispecialty groups has increased dramatically over the past few years. Not since the early 1990's have we seen this type of activity. So what is different this time and what is driving this surge? Uncertainty regarding healthcare reform, physicians tiring of the political bureaucracy of both governmental and private insurance carriers, technology driving clinical integration and succession planning may all be contributing factors.

Here you will learn about the practical, financial and legal considerations physicians face when assessing the myriad of integration options presented today. Does integration really provide a platform for reducing costs and increasing efficiencies? What are some of the more popular collaboration and compensation models that are being offered?

Speakers:

Helen Hadley and Susan Prior of VantagePoint HealthCare Advisors will present an overview of reasons physicians are seeking integration, how they should prepare for discussions and negotiations, what financial and internal information is necessary to best position the practices, and what to expect post-transition.

John Koliani, CPA, ABV of J. H. Cohn will share his experience in the areas of medical practice valuation, fair market value and treatment of goodwill, best use of an accountant during the integration process and components of compensation.

Kennedy Hudner, Esq. and Elizabeth Neuwirth, Esq. of Murtha Cullina, LLP will cover explanation of integration models, due diligence considerations, and major advantages vs. disadvantages of integration. They will lead an open discussion about group/hospital management, compensation models, termination and restrictive covenant issues.

HEALTHCARE
FINANCIAL MANAGEMENT
ASSOCIATION
CONNECTICUT CHAPTER
www.cthfma.org

342 North Main Street
West Hartford,
Connecticut 06117-2507

Registration:

Fees: HFMA Members—\$75 Non-HFMA Members—\$135

Contact: Cynthia Henry, Association Resources, 860-586-7510, Fax 860-586-7550

Email: chenry@associationresources.com