



# HEALTH LAW NEWS



## Lamb McErlane's Inaugural Health Law Newsletter

By: Vasilios J. Kalogredis, Esquire, Health Law Department Chairman

It has been almost a year since I joined Lamb McErlane PC. It has been a seamless transition. I have brought my forty plus years of experience dealing exclusively with physicians, dentists, veterinarians, podiatrists, chiropractors, and other health care professionals, as well as

One of the things that attracted me to Lamb McErlane was with over thirty very accomplished attorneys we are able to provide many services which may be of value to my clients that were not available "in-house" in the past. We have people with expertise in estate planning, family law, real estate, criminal, workers compensation, as well as various administrative law and litigation practices. For more details please visit [www.lambmcerlane.com](http://www.lambmcerlane.com).

their related entities. Lamb McErlane provided me with the opportunity to formally establish and head the Health Law Department of the Firm. Lamb McErlane already had serviced many health care individuals and entities over the years. I have been able to continue to provide the services that I have for many years. This includes assisting health care providers with practice sales, mergers and joint ventures, "partnership" buy-ins and buyouts, employment agreements, independent contractor agreements, regulatory matters, and other health care law related services.

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As most of you who are receiving this Newsletter know, over the years, I have been involved in providing a Health Law Newsletter to my clients and friends. I know many of you have asked about this and have been kind enough to state that you have enjoyed receiving this Newsletter over the past decades.

After having provided a Health Law Newsletter to clients and friends for decades, I am very excited about this inaugural Edition here at Lamb McErlane. I hope you find it informative and of interest.

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|---|---|
| <b>Spring 2017</b>  |   |
| <i>In this issue...</i>                                   |   |
| <i>Intro</i> .....  | 1 |
| <i>Is a Practice Merger or Sale in Your Future</i> .....  | 2 |
| <i>Pennsylvania Wage Payment and Collection Law</i> ..... | 3 |
| <i>"The Apology Rule"</i> .....                           | 4 |
| <i>Winding Down</i>                                       |   |
| <i>A Practice: Managing Outstanding Liabilities</i> ..... | 5 |

## Is a Practice Merger or Sale in your Future?

By: Vasilios J. Kalogredis, Esquire

Depending upon the competitive environment, malpractice insurance climate, and reimbursement situation in a particular locale, many smaller practices are having a more difficult time than larger practices. Indeed, with the proper planning and forethought, larger practices are more capable of instituting efficiencies that will bring them economies of scale.

Back in the 1990s, many physicians – particularly those in primary care – sold their practices to hospitals, healthcare systems, practice management companies, and similar organizations. The sellers would then often become employees of the acquirer. After a few years, many of them reverted back to private practices.

A strong option considered by many practitioners today is to become part of a larger, independent medical group through a merger. In that circumstance, the medical practice is controlled and owned by physicians. The physicians, therefore, are not employed by a for-profit entity, large hospital or hospital system, or other non-physician-controlled institutional organization.