

Physician-to-Physician Practice Sales

New Orleans, LA

November 13, 2021

Event Sponsor: American Academy of Ophthalmology

Glenn P. Prives, a partner in the firm's Healthcare and Corporate Departments, will lecture at an educational session on "Physician-to-Physician Practice Sales" at AAO 2021, the American Academy of Ophthalmology's annual meeting taking place at the Morial Convention Center in New Orleans, LA. The course will be presented on Saturday, November 13, 2021 from 11:30am – 12:45pm.

This presentation will assist physician practice owners and purchasers in understanding the sale process for asset purchase, stock purchase and combinations thereof. The presentation will work through the chronology of documentation and contracts, from the confidentiality agreement and the letter of intent to closing. Important provisions and use of outside professionals and their roles will also be discussed. Attendees will be able to (1) speak and understand the legal terms of practice sales, (2) interpret and revise sale documents and (3) achieve more complete resolution of sales issues, reducing costs and fees and avoiding delays.

Mr. Prives concentrates his practice in the areas of healthcare and corporate law. His experience on behalf of healthcare industry clients encompasses hospital-physician alignment, mergers and acquisitions, affiliations, alliances, strategic transactions, joint ventures, recruitment matters, the drafting and negotiation of contractual agreements, healthcare information technology issues, integrated delivery systems (population health) and clinical integration matters. He also counsels clients on a variety of healthcare regulatory matters, including Stark, Anti-Kickback, state self-referral laws, fraud and abuse, HIPAA, health care reform, Medicare and Medicaid issues, coverage and overpayment issues, compliance, regulatory and due diligence reviews, licensure and certification issues, the corporate practice of medicine and fee-splitting laws.

Additional details can be found on the AAO 2021 website.