



# PHYSICIAN-HOSPITAL ALIGNMENT STRATEGIES

## Practice Acquisitions and Physician Employment Arrangements

May 24, 2011

Pacific: 10:00 a.m.-1:00 p.m.  
Central: 12:00 p.m.-3:00 p.m.  
East Coast: 1:00-4:00 p.m.

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| 12:00 p.m.- 12:10 p.m.  | Welcome and Introductions <ul style="list-style-type: none"><li>Richard F. Seiden, Partner, Foley &amp; Lardner LLP [Los Angeles]</li></ul>   |
| 12:10 p.m. – 12:30 p.m. | Current Trends of Hospital Purchases of Physician Practices <ul style="list-style-type: none"><li>Victoria Poindexter, Managing Director, Morgan Keegan/Shattuck Hammond Healthcare [Chicago]</li></ul>   |
| 12:30 p.m. – 12:50 p.m. | Structuring the Transaction and Legal Issues <ul style="list-style-type: none"><li>Richard K. Rifembark, Senior Counsel, Foley &amp; Lardner LLP [Los Angeles]</li><li>Adria Warren, Senior Counsel, Foley &amp; Lardner LLP [Boston]</li></ul> |
| 12:50 p.m. – 1:30 p.m.  | Case Study of a Practice Acquisition <ul style="list-style-type: none"><li>C. Frederick Geilfuss II, Partner, Foley &amp; Lardner LLP [Milwaukee]</li><li>Troy Wells, President Arkansas Health Group, Practice Plus [Little Rock]</li></ul>    |
| 1:30 p.m. – 1:40 p.m.   | Break   |
| 1:40 p.m. – 2:10 p.m.   | Challenges in Valuing Physician Practices <ul style="list-style-type: none"><li>David V. White, Executive Director, Pinnacle Healthcare Consulting [Los Angeles]</li></ul>  |
| 2:10 p.m. – 2:45 p.m.   | Structuring Performance-Based Compensation to Align with a Payment System in Transition <ul style="list-style-type: none"><li>Sean T. Hartzell, Senior Manager, ECG Management Consultants, Inc. [Washington, D.C.]</li></ul>                   |
| 2:45 p.m. – 3:00 p.m.   | Question & Answer Session   |



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