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## ABOUT THE FIRM

Clients who work with the Florida Healthcare Law Firm are protected by deep healthcare industry experience and fully served by attorneys aligned with their success. The team here doesn't dabble in healthcare law, we specialize in full spectrum representation of healthcare providers and nearly every type of healthcare industry business.

From the corporate needs of a small medical practice to compliance plan development for a pharmacy or laboratory, we've been there. Licensure, certification, accreditation from treatment centers to DME businesses to ASCs, we've done that. Rural hospitals rely on our team for their regulatory and corporate legal needs related to HR and day to day operations. We've facilitated financial raises, worked with venture capital and private equity and run transactions in healthcare from home health agency acquisitions to bond financed \$90 million healthcare facilities.

[WWW.FLORIDAHEALTHCARELAWFIRM.COM](http://WWW.FLORIDAHEALTHCARELAWFIRM.COM)





**STEVEN BOYNE** is an attorney with the Florida Healthcare Law Firm who developed and leads the Firm's Virtual General Counsel program. He has spent the majority of his 30-year career serving inside healthcare businesses and cultivating a uniquely valuable perspective.



Mr. Boyne's background includes work inside one of the largest healthcare insurers in the United States as well as time serving as the General Counsel of the world's largest fixed wing air ambulance company. He guides healthcare related businesses through a variety of legal issues and has managed multiple healthcare cyber-breaches, responding to State and Federal healthcare audits, healthcare collection issues, and architecting merger and acquisition deals. Additionally, Steven has worked extensively with private equity in the healthcare space and was the General Counsel of a healthcare staffing company. With these years of experience, he is well equipped to guide both large and small healthcare entities through the myriad of issues they face on a daily basis.



# TEAM



## DAVE DAVIDSON

- HR Issues & Staff Dispute Resolution
- Employee Handbooks & Policies
- Private Equity Transactions



## KARINA GONZALEZ

- Overpayment Requests (Medicare & Commercial)
- Employee Disputes
- Insurance Contracting



## JEFF COHEN

- Strategic M&A/Transactions
- Business Contract Design, Drafting, Negotiations and Enforcement
- Anti Kickback & Stark Law Guidance



## SUSAN ST. JOHN

- State Attorney General, AHCA, Board of Medicine complaint and licensure dispute resolution
- Advanced Tax & Financial Plans



## MICHAEL SILVERMAN

- Telehealth Compliance
- Transactional Design
- Business Development & Marketing Structure



## ZACH SIMPSON

- Compliant contract drafting/negotiation
- Operational Compliance
- Compliance Plan Implementation and Training



## JACQUELINE BAIN

- Regulatory Compliance
- HIPAA, Anti-Kickback, Stark Law
- P&P manuals and Compliance Plans



## CHASE HOWARD

- Corporate Structure
- Alternative Business Setup & Cash Pay Medical Services
- Due Diligence support



## RANDY GOLDBERG

- Design & Implement Regulatory Compliance Programs
- Operational Audits
- Staff Education/In Service



## DEAN VISKOVICH

- Laboratory Operations & Interaction
- OIG Compliance Plan Development
- Anti-Kickback & Stark Law Guidance



# CLIENT CONFIDENCE

## **How can outside counsel truly understand the inner workings of my business?**

We initiate our engagement by providing a top to bottom review of your business. We assess risk and become intimately acquainted by attending key management meetings which enable us to counsel your team on developing legal issues and identify legal issues that the team may not recognize. We provide continued support by scheduling time to be at your office for visits at regular intervals to work face to face with the decision makers in your organization. By working with your employees, evaluating your company, and managing legal issues, your Virtual General Counsel will play a key role in managing overall risk and assist senior management in making business decisions based on your best interests.

## **How involved will senior management need to be on the projects you handle?**

This program has been developed by a team with vast experience serving inside and outside businesses as general counsel. It's what we do. We've created a self-contained support resource so you can hand off your problems and quickly receive solutions back.

## **An FTE's salary is set. How can I be sure this program will save me money?**

Your business creates budgets for all expenses. This innovative Virtual General Counsel offering provides your business the ability to easily predict a significant portion of its legal costs by budgeting these costs as a fixed expense. We will show you how.





# PREDICTABLE COSTS. INVALUABLE SUPPORT.

- **Contract Review and Negotiation**
  - We review and revise as necessary key form contracts and lead you through the negotiation of important deals.
- **Employment Issues**
  - We help you develop sound recruiting, hiring, discipline and termination policies to avoid costly claims and litigation. We also provide advice and counsel on making those important decisions.
- **Transactions**
  - We strategize with you when you want to acquire new businesses, raise additional capital or embark on new business ventures and provide practical and operational insight.
- **Litigation Management**
  - There may be times during the life of your business that litigation cannot be avoided. Having us as part of your team to manage litigation counsel will free you up to take care your business during this stressful time as well as making sure your litigation attorneys utilize resources in the most cost-effective manner.
- **Client & Vendor Relations**
  - In addition to reviewing form contracts, depending on the complexity of your various business relationships, we can work with you to develop and implement appropriate systems to manage your key contracts.
- **Regulatory Matters**
  - We review your relationships, contracts, and licenses with various regulatory authorities, and assist in drafting appropriate responses to inquiries.
- **Collection Related Issues**
  - We review your accounts receivables and help you work with customers who may be significantly past due.
- **Insurance.**
  - We review your current portfolio of insurance products and will work with your insurance brokers to minimize insurance costs, while still having adequate coverage for your legitimate risks.