



Hollywood



AMERICAN
HEALTH LAWYERS
ASSOCIATION

PHYSICIANS AND PHYSICIAN ORGANIZATIONS LAW INSTITUTE

February 11–12, 2004
Westin Diplomat Resort & Spa
Hollywood, FL

PROGRAM AGENDA

Wednesday, February 11, 2004

7:00 am–5:10 pm

Registration and Information

General Session

8:00–8:15 am

Welcome and Introduction

Richard G. Cowart
AHLA President-Elect
Alice G. Gosfield
Program Chair

8:15–9:00 am

Keynote Address

Ross N. Rubin

Concurrent Sessions

9:15–10:15 am

A. Legal Issues in Concierge Medicine

(not repeated)

Robert N. Rabecs

- Background on concierge medicine
- Federal and state law issues
- AMA Guidelines
- Practical considerations in establishing concierge practices

B. Physician Employment Contracts

James D. Wall

- Malpractice insurance issues including tail coverage responsibility
- Covenants not to compete and other post-termination restrictions
- The effect of a recruiting agreement on an employment agreement
- Compensation issues (including how Stark and fraud and abuse affect the compensation paradigms)

C. HIPAA

Michael W. Hubbard

- Lessons learned from patient complaints to OCR
- Policies and procedures refinement and training
- Minimum necessary documentation
- Contracting with vendors regarding Transactions Rule compliance
- Preparing for the Security Rule of April 2005

10:30 am–12:00 noon (extended sessions)

D. EMTALA Update: The Rules and the Reality

Thomas R. Barker
Michelle A. Williams

- New EMTALA Regulations
- On call issues and enforcement -- hospital responses and physician responses
- Diversion: what it is and what it is not
- Survey issues

E. Hospital Exclusive Contracting for Hospital-Based Physicians

Peter A. Pavarini
Michael F. Schaff

- Overview of important issues in exclusive contracting for physicians and hospitals
- Critical legal issues to be considered in all exclusive contracts (global issues)
- Using a reality-based fact pattern, the speakers will replicate an actual negotiation of major issues in an exclusive radiology services agreement in a community hospital setting addressing issues such as:
 - Scope of services
 - Expansion of services
 - Coverage requirements
 - Directorship issues
 - Hospital privileges
 - Term
 - Termination
 - Billing/compensation

F. Physician Pharmaceutical Issues

Joseph W. Metro
James G. Sheehan

- The significant increase in fraud investigations against pharmaceutical and device manufacturers and the impact of these investigations on physicians
- Investigation of physicians for soliciting and accepting payments from drug and device manufacturers
- Understanding the implication of conduct codes and ethical standards on physician liability
- Risks and requirements in managing samples received from manufacturers

PROGRAM AGENDA

- The new Medicare Prescription Drug Card effective in June 2004: fraud implications and business considerations

12:00 noon–1:30 pm

Lunch on your own or attend the Physician Organizations Practice Group Lunch and Presentation and networking opportunity (all attendees are welcome to register; \$37 additional; pre-registration required—please register on page 15.)

Open floor discussion on:

- Physicians' experiences withdrawing from Medicare
- How malpractice concerns are affecting the scope of physicians' practice. Is it leading to greater specialization, less or neither?
- Are restrictive covenants requiring resignation of hospital privileges enforceable?
- Physician recruitment by hospitals and hospital systems
- Physician/hospital joint ventures

Moderators:

Michael F. Schaff, Esq.
Wilentz Goldman & Spitzer PA
Woodbridge, NJ

Charlene L. McGinty, Esq.
Powell Goldstein Frazer & Murphy LLP
Atlanta, GA

Lisa D. Taylor, Esq.
St. John & Wayne LLC
Newark, NJ

1:40–2:40 pm

G. Avoiding False Claims in Medicare Physician Payment - Advanced

Alice G. Gosfield

- Knowing the hot spots and pitfalls: the OIG's attention
- Diagnostic testing conundra
- Incident to and NPP billing
- Stark implications
- Developing challenges

H. Antitrust Issues

William E. Berlin

Jeffrey Brennan

- Significant developments in issues relating to physicians, including new insight from the joint hearings on healthcare competition by the Department of Justice and Federal Trade Commission
- How valid is the concern that health plans wield "monopsony" power and use it to reduce physician reimbursement and diminish quality? Are there mechanisms that physicians can legally and effectively use to counterbalance this market power?
- The permissible scope of information sharing in light of recent DOJ and FTC advisory opinions and letters
- The competitive issues arising from physician-owned ventures such as "single-specialty" facilities that compete against hospitals, including hospitals' response to the emergence of these facilities

J. Integrating Business and Legal Issues for Physician Compensation Models

David B. Pursell

David W. Thompson

- Compensation models promoting group business objectives
- Techniques for structuring multiple office/profit center compensation
- Practical strategies for distributing DHS profits
- Accounting for ancillary DHS revenue
- Impact of joint ventures on compensation/business models
- Update from Phase II regulations (if available)

2:55–3:55 pm

K. Medicare Part B Appeals (not repeated)

James P. Kelly

- Prehearing techniques
- Carrier fair hearings
- Medicare managed care appeals
- ALJ hearings
- Medicare Appeals Council hearings and recent legislative and regulatory changes

PROGRAM AGENDA

L. Clinical Integration—The Antitrust Issues

Robert F. Leibenluft

- Clinical integration—What is it and how does one recognize it?
- *MedSouth* and other agency guidance
- When does clinical integration justify joint price negotiations?
- Tough issues in implementing a clinical integration model

M. Ambulatory Surgery Centers

Scott Becker

- The use of safe harbor concepts in operating agreements and the implications of redemptions based on non-compliance
- The ability to work with patients on an out-of-network basis - waiver and discount issues
- The sale of shares to new physicians
- The introduction of new technology to ASCs and who bills for the services provided
- The development of a policy for non-reimbursement procedures
- Price fixing and other issues in joint venture transactions
- Balancing the needs of an exempt hospital with the need to provide physician control and input

4:10–5:10 pm

N. Fair Market Value (not repeated)

Ann Bittinger

Jennie L. Campbell

- Why it is important to establish fair market value
- How to identify compensable services
- How to value compensable services in a range that may withstand prosecutorial scrutiny
- When and how to involve outside experts
- How to document the services provided and compensation exchanged to avoid prosecutorial scrutiny

O. Conducting an Internal Investigation

Ronald H. Levine

- How to respond to potential fraud and abuse issues in a way which minimizes criminal and civil exposures

- Internal complaints versus government “inquiries” (interviews, subpoenas, search warrants)
- Document retention and control
- When, if ever, is outside counsel necessary?
- Attorney-client privilege issues
- Engaging an independent expert
- Employee interviews, employee morale
- Tracking a government investigation

G. Avoiding False Claims in Medicare Physician Payment – Advanced (repeat)

5:10–6:30 pm

Reception (attendees, speakers, children and registered spouses and guests welcome)

Thursday, February 12, 2004

7:00 am–5:35 pm

Registration and Information

7:00–8:00 am

Breakfast (attendees, speakers, children and registered spouses and guests welcome)

General Session

8:00–8:15 am

Welcome and Introduction

Richard G. Cowart

President-Elect

Gail Heagen

Program Chair, Hospitals and Health Systems Law Institute

8:15–9:30 am

Why Can't We All Just Get Along?

Almeta E. Cooper – Moderator

Alice G. Gosfield

Gail P. Heagen

Brian M. Peters

Marc S. Raspanti

- Economic credentialing
- The specialty hospital moratorium in the Medicare bill/physician investment
- Departmental privileging

PROGRAM AGENDA

- EMTALA issues, including on-call issues
- Hospital/medical staff tensions

Concurrent Sessions

9:45–10:45 am

P. Economic Credentialing

Lester J. Perling

- The background of economic credentialing
- Political and practical concerns for medical staff and community relationships
- Legal issues:
 - Antitrust
 - Medical staff bylaws as contract
 - Tortious interference
- Other legal issues
- The future

Q. Legal Ethics: Ethical Realities of Physician Contracting (not repeated)

Michael L. Silhol

Robert A. Wade

- Are legal and ethical requirements the same?
- Does an institution's status as not-for-profit or for-profit make a difference in resolving legal/ethical dilemmas, or in other words, what is the difference between profit and margin?
- Does compliance with the Anti-kickback Statute and Stark II meet applicable ethical requirements?
- Can a hospital-physician arrangement lose money and still pass muster under Sarbanes-Oxley, Anti-kickback and Stark II?
- Impact of Ethical and Religious Directives on hospital – physician contracts
- Case studies
 - Real estate
 - Physician employment
 - Medical directorships
 - Physician recruitment

M. Ambulatory Surgery Centers (repeat)

10:55 am–12:25 pm (extended sessions)

R. Hospital Physician Joint Ventures in the Aftermath of St. David's

James A. Christopherson

Paul R. DeMuro

- How principles governing tax-exempt organizations impact a health care joint venture

- Types of joint ventures which are currently being done across the country
- Parties comprising the venture, including hospital, physicians, third party investors and management companies
- Structures for the venture, including limited liability companies, limited partnerships, corporations, joint venture or contract arrangements, and participating bond transactions
- Regulatory issues associated with ventures

D. EMTALA Update: The Rules and the Reality (repeat)

E. Hospital Exclusive Contracting for Hospital-Based Physicians (repeat)

F. Physician Pharmaceutical Issues (repeat)

12:25–1:45 pm

Lunch on your own or attend a Practice Group Luncheon and Presentation sponsored by either the Credentialing and Peer Review Practice Group or the Labor and Employment Practice Group (all attendees are welcome to register for a luncheon; \$37 additional; pre-registration required -- please register on page 15)

Credentialing and Peer Review Practice Group Luncheon The Hospital Medical Staff Office: How It Operates and What It Needs from Counsel

*Beckie Watson, BSH, CMSC, CPCS
Regulatory Coordinator, Performance
Improvement Department
St. Vincent's Medical Center
Jacksonville, FL*

Labor and Employment Practice Group Luncheon Non-Compete Agreements

Robert M. Linn, Esq.

Cohen & Grigsby, Pittsburgh, PA

- How employers can most effectively enforce non-compete and non-solicitation agreements with their employees
- How employers can most effectively protect their trade secrets, confidential

PROGRAM AGENDA

information and other competitive intelligence

- The enforceability of non-compete and no solicitation agreements for professionals in the healthcare industry

1:45–2:45 pm

S. Stark Law Issues While Waiting for Phase II Regulations

Sanford V. Teplitzky

- Update and recent developments
- Enforcement and case law developments – which agencies are enforcing Stark and through what mechanisms
- Specialty hospital/whole hospital exceptions
- Fair market value and other strategic considerations

B. Physician Employment Contracts (repeat)

C. HIPAA (repeat)

2:55–3:55 pm

T. Hospital Support in Recruiting to Existing Groups (not repeated)

Debbi M. Johnstone

- Understanding the laws applicable to physician recruitment
- Structuring the salary and permissible expense components of an income guarantee arrangement

- Issues when contracting in the name of the group versus the individual physician
- Alternatives to the traditional income guarantee arrangement (practice support loans, coverage agreements)
- Recruiting support for non-physician personnel, such as physician assistants and nurse practitioners

H. Antitrust Issues (repeat)

O. Conducting an Internal Investigation (repeat)

P. Economic Credentialing (repeat)

4:05–5:05 pm

J. Integrating Business and Legal Issues for Physician Compensation Models (repeat)

L. Clinical Integration—The Antitrust Issue (repeat)

S. Stark Law Issues While Waiting for Phase II Regulations (repeat)

—OR—

4:05–5:35 pm (extended session; note different end time)

R. Hospital Physician Joint Ventures in the aftermath of St. David's (repeat)

Adjournment

OCIG Listening Sessions: The Office of Counsel to the Inspector General is drafting new hospital compliance guidance. These listening sessions will provide an opportunity for AHLA members and attendees to provide input into that process. OCIG is also looking for insight into ways to reach out to the physician community and to understand better the issues facing physicians. Information on times and locations of the sessions will be available on-site.

FACULTY

Planning Committee

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Chair

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PROGRAM AT A GLANCE
 PHYSICIAN AND PHYSICIANS ORGANIZATIONS LAW INSTITUTE

Wednesday, February 11, 2004

7:00 am– 5:10 pm	Registration and Information		
8:00– 9:00 am	GENERAL SESSION 8:00–8:15 am Welcome and Introduction <i>Cowart, Gosfield</i> 8:15–9:00 am Keynote Address <i>Rubin</i>		
9:15– 10:15 am	A. Legal Issues in Concierge Medicine (not repeated) <i>Rabecs</i>	B. Physician Employment Contracts <i>Wall</i>	C. HIPAA <i>Hubbard</i>
10:30 am– 12:00 noon extended sessions	D. EMTALA Update: The Rules and the Reality <i>Barker Williams</i>	E. Hospital Exclusive Contracting for Hospital-Based Physicians <i>Pavarini Schaff</i>	F. Physician Pharmaceutical Issues <i>Metro Sheehan</i>
12:00 noon– 1:30 pm	Lunch on your own or attend the Physician Organizations Practice Group Lunch (\$37 additional; limited attendance; pre-registration required – please see page 15)		
1:40– 2:40 pm	G. Avoiding False Claims in Medicare Physician Payment - Advanced <i>Gosfield</i>	H. Antitrust Issues <i>Berlin Brennan</i>	J. Integrating Business and Legal Issues for Physician Compensation Models <i>Pursell Thompson</i>
2:55– 3:55 pm	K. Medicare Part B Appeals (not repeated) <i>Kelly</i>	L. Clinical Integration– The Antitrust Issues <i>Leibenluft</i>	M. Ambulatory Surgery Centers <i>Becker</i>
4:10– 5:10 pm	N. Fair Market Value (not repeated) <i>Bittinger Campbell</i>	O. Conducting an Internal Investigation <i>Levine</i>	G. Avoiding False Claims in Medicare Physician Payment - Advanced (repeat) <i>Gosfield</i>
5:10– 6:30 pm	Reception (attendees, speakers, children and registered spouses and guests welcome)		

PROGRAM AT A GLANCE
 PHYSICIAN AND PHYSICIANS ORGANIZATIONS LAW INSTITUTE

Thursday, February 12, 2004

7:00 am– 5:35 pm	Registration and Information				
7:00– 8:00 am	Breakfast (attendees, speakers, children and registered spouses and guests welcome)				
8:00– 9:30 am	General Session 8:00–8:15 am Welcome and Introduction <i>Cowart, Heagen</i> 8:15–9:30 am Panel: Why Can't We All Just Get Along? <i>Cooper – Moderator, Gosfield, Heagen, Peters, Raspanti</i>				
9:45– 10:45 am	P. Economic Credentialing <i>Perling</i>	Q. Legal Ethics (not repeated) <i>Silhol Wade</i>	M. Ambulatory Surgery Centers (repeat) <i>Becker</i>		
10:55 am– 12:25 pm extended sessions	R. Hospital Physician Joint Ventures <i>Christopherson DeMuro</i>	D. EMTALA Update: The Rules and the Reality (repeat) <i>Barker Williams</i>	E. Hospital Exclusive Contracting for Hospital-Based Physicians (repeat) <i>Pavarini Schaff</i>	F. Physician Pharmaceutical Issues (repeat) <i>Metro Sheehan</i>	
12:25– 1:45 pm	Lunch on your own or attend either the Credentialing and Peer Review Practice Group Lunch or the Labor and Employment Practice Group Lunch (\$37 additional; limited attendance; pre-registration required—please see page 15)				
1:45– 2:45 pm	S. Stark Law Issues While Waiting for Phase II Regulations <i>Teplitzky</i>	B. Physician Employment Contracts (repeat) <i>Wall</i>		C. HIPAA (repeat) <i>Hubbard</i>	
2:55– 3:55 pm	T. Hospital Support in Recruiting to Existing Groups (not repeated) <i>Johnstone</i>	H. Antitrust Issues (repeat) <i>Berlin Brennan</i>	O. Conducting an Internal Investigation (repeat) <i>Levine</i>	P. Economic Credentialing (repeat) <i>Perling</i>	
4:05– 5:05 pm	J. Integrating Business and Legal Issues for Physician Compensation Models (repeat) <i>Pursell Thompson</i>	L. Clinical Integration—The Antitrust Issues (repeat) <i>Leibenluft</i>	S. Stark Law Issues While Waiting for Phase II Regulations (repeat) <i>Teplitzky</i>	4:05– 5:35 pm extended session	R. Hospital Physician Joint Ventures (repeat) <i>Christopherson DeMuro</i>

PROGRAM AT A GLANCE

HOSPITALS AND HEALTH SYSTEMS LAW INSTITUTE

Thursday, February 12, 2004

7:00 am– 5:35 pm	Registration and Information				
7:00– 8:00 am	Breakfast (attendees, speakers, children and registered spouses and guests are welcome to attend)				
8:00– 9:30 am	GENERAL SESSION 8:00–8:15 am Welcome and Introduction <i>Cooper, Heagen</i> 8:15–9:30 am Panel: Why Can't We All Just Get Along? <i>Cooper – Moderator, Gosfield, Heagen, Peters, Raspanti</i>				
9:45– 10:45 am	A. Medicare Reform (not repeated) <i>Baumann</i>	B. Disclosing Medical Errors <i>Banja Schroder</i>	C. Establishing an LTCH within an Existing Hospital <i>Wood</i>	D. Legal Ethics <i>Silhol Wade</i>	
10:55 am– 12:25 pm extended sessions	E. EMTALA Update: The Rules and the Reality <i>Barker Williams</i>	F. Hospital Exclusive Contracting for Hospital-Based Physicians <i>Pavarini Schaff</i>	G. Hospital Physician Joint Ventures <i>Christopherson DeMuro</i>	H. HIPAA Hang-Ups <i>Joiner King Rosati</i>	
12:25– 1:45 pm	Lunch on your own or attend either the Credentialing and Peer Review Practice Group Lunch or the Labor and Employment Practice Group Lunch (<i>\$37 additional; limited attendance; pre-registration required</i>)				
1:45– 2:45 pm	J. Stark Law Issues While Waiting for Phase II Regulations <i>Teplitzky</i>	K. Repayments and Disclosures <i>Luce</i>	L. Corporate Responsibility and the Office of the General Counsel <i>Peregrine</i>	M. JCAHO's "Shared Visions – New Pathways" <i>Mudron</i>	
2:55– 3:55 pm	N. Economic Credentialing (not repeated) <i>Perling</i>	O. Hospital Support in Recruiting to Existing Groups <i>Johnstone</i>	P. Healthcare Fraud and Abuse Regulatory and Enforcement Trends <i>Eiland</i>	Q. Advising the Audit Committee of the Board of Directors of Not-for-Profit Hospitals <i>Witten</i>	
4:05– 5:05pm	R. Hiring Right, Firing Right <i>Lyncheski</i>	J. Stark Law Issues While Waiting for Phase II Regulations (repeat) <i>Teplitzky</i>	4:05– 5:35 pm extended sessions	F. Hospital Exclusive Contracting for Hospital-Based Physicians (repeat) <i>Pavarini Schaff</i>	G. Hospital Physician Joint Ventures (repeat) <i>Christopherson DeMuro</i>
5:00– 6:30 pm	Reception (attendees, faculty, children and registered spouses and guests welcome)				

PROGRAM AT A GLANCE
HOSPITALS AND HEALTH SYSTEMS LAW INSTITUTE

Friday, February 13, 2004

7:00 am– 3:25 pm	Registration and Information				
7:00– 8:30 am	Breakfast (attendees, faculty, children and registered spouses and guests welcome)				
8:00– 9:30 am extended sessions	E. EMTALA Update: The Rules and the Reality (repeat) <i>Barker Williams</i>	H. HIPAA Hang-Ups (repeat) <i>Joiner King Rosati</i>	8:30– 9:30 am	S. Charitable Trust <i>Hatton Neumann</i>	C. Establishing an LTCH within an Existing Hospital (repeat) <i>Wood</i>
9:40– 10:40 am	T. Information Security for Healthcare Lawyers (not repeated) <i>Goldstone</i>	U. Legal Aspects of Clinical Research at Community Hospitals <i>McCard</i>	B. Disclosing Medical Errors (repeat) <i>Banja Schroder</i>	P. Healthcare Fraud and Abuse Regulatory and Enforcement Trends (repeat) <i>Eiland</i>	
10:50– 11:50 am	V. Accounting for Healthcare Lawyers (not repeated) <i>Stanton</i>	D. Legal Ethics (repeat) <i>Silhol Wade</i>	K. Repayments and Disclosures (repeat) <i>Luce</i>	Q. Advising the Audit Committee of the Board of Directors of Not-for-Profit Hospitals (repeat) <i>Witten</i>	
11:50 am– 1:05 pm	Lunch on your own or attend Practice Group Lunch co-sponsored by the Hospitals and Health Systems and the Healthcare Liability and Litigation Practice Groups (\$37 additional; limited attendance; pre-registration required)				
1:15– 2:15 pm	L. Corporate Responsibility and the General Counsel's Office (repeat) <i>Peregrine</i>	M. JCAHO's "Shared Visions – New Pathways" (repeat) <i>Mudron</i>	O. Hospital Support in Recruiting to Existing Groups (repeat) <i>Johnstone</i>		
2:25– 3:25 pm	R. Hiring Right, Firing Right (repeat) <i>Lyncheski</i>	S. Charitable Trust (repeat) <i>Hatton Neumann</i>		U. Legal Aspects of Clinical Research at Community Hospitals (repeat) <i>McCard</i>	

**Please visit our Web site (www.healthlawyers.org)
to view the full program brochure for the
Hospitals and Health Systems Law Institute**

THE WESTIN DIPLOMAT RESORT & SPA

Hollywood, Florida

Please complete and return this form to:

Reservations Department

3555 S. Ocean Drive

Hollywood, FL 33019

Toll Free: 888-627-9057

Fax: 954-602-8272

On-line: www.healthlawyers.org

AMERICAN HEALTH LAWYERS ASSOCIATION

February 11-13, 2004

New Reservation Request

Change to Reservation

(Indicate guest(s) name and change(s) only)

Please make reservation for:

Name: _____

Address: _____

City _____ State _____ ZIP _____ Tel: _____

Fax: _____ Email: _____

Arrival Date: _____ Departure Date: _____

Sharing Room with: _____

Card: American Express MasterCard Visa Discover Diners Club

Reservations will not be accepted without a credit card.

Credit Card Number: _____ Expiration: _____

Authorized Signature: _____

Rate, Taxes & Resort Service Fee.

Standard room - \$209.00 + Taxes

Room with a balcony - \$229.00 + Taxes

Other Preferences: (based on availability)

Smoking

Non-Smoking

King

Double/Double

Special Needs/ADA Accessibility (please explain):

General Information:

Check-In/Check-out: Check-in time is after 3 pm, Check-out time is 12 noon. Cancellations: All cancellations must be received by The Westin Diplomat Resort & Spa 72 hours prior to arrival. Cancellations with less than 72 hours prior notification will result in a charge to your credit card for a one-night stay with applicable taxes.

Early Departure Fee: The Hotel will add an early check-out fee of one-night's stay and applicable taxes for any individual who checks out prior to the reserved check-out date. This fee will be posted to the individual's credit card. Guests wishing to avoid early check-out fees should advise the Hotel at or before check-in of any change in planned length of stay.

Resort Fee: A resort fee of \$12.00 per day will be charged per room. The fee is for all local and toll free calls up to 60 minutes and .10 cents per minute thereafter. One packet of in-room coffee per day, Westin Diplomat Health Club, and shuttle to and from the Diplomat Country Club & Spa, use of the Country Club & Spa including workout facilities, Steam Room, Jacuzzi, and Sauna. Published room rates do not include meals. Additional party in any room at a charge of \$25 per day.

THE FINAL DATE FOR RECEIPT OF RESERVATIONS IS 1/21/04

PROGRAM INFORMATION

Dates: February 11-12, 2004
Place: Westin Diplomat Resort & Spa
3555 South Ocean Drive
Hollywood, FL 33019
Phone: (954) 602-6000 Fax: (954) 602-8908

Registration Fees:
Physicians Program Only

Postmarked and paid by January 21:
\$695 For the first Health Lawyers Member
\$620 For each additional Member
\$870 Non-Members

Postmarked and paid between January 22 and February 6:**
\$770 For the first Health Lawyers Member
\$695 For each additional Member
\$945 Non-Members

Physicians and Hospitals Program

Postmarked and paid by January 21:
\$1120 For the first Health Lawyers Member
\$1040 For each additional Member
\$1290 Non-Members

Postmarked and paid between January 22 and February 6:**
\$1200 For the first Health Lawyers Member
\$1130 For each additional Member
\$1370 Non-Members

** Registration fees increase \$100 after this date.
If you have indicated an incorrect amount due to errors in addition or not being eligible for a specific rate, AHLA will charge the correct amount to the credit card you have supplied.

Discounted Registration Fees: When a Health Lawyers member registers for a program, each additional Health Lawyers member registering from his/her organization at the same time is eligible for a discounted registration fee. Government employees, in-house counsel, academicians and students: please call for special discounted registration fees.

Spouse/Guest Fee: For an additional \$30 spouses and adult guests can register to attend the reception and the breakfasts. Please sign up on the registration form. *(Children are welcome to attend these events at no additional charge.)*

Continuing Education: Participants will be given continuing education forms at the program. Forms must be completed and returned to Health Lawyers staff to receive credit. AHLA is an approved sponsor of continuing legal education credits in most states. The Physicians Law Institute will be worth approximately 13 continuing education credits based on a 60-minute hour and 15.5 credits based on a 50-minute hour. Additional credits are available for those attending the Hospitals program also.

AHLA is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Nashville, TN 37219-2417. Web site: www.nasba.org. Telephone 615-880-4200. This seminar will be worth approximately 15 CPE credits. There are no prerequisites required to register for this program.

Hotel Reservations: Hotel accommodations are not included in the registration fee. Call the Westin Diplomat Resort & Spa at (954) 602-6000 or use the reservation form found on page 9. *If calling, please indicate that you are attending the Health Lawyers program. Rooms at the group rate are limited and may sell out.*

Membership: Attorney dues are \$150 for those admitted to the Bar within the last three years; \$275 for those admitted four to eight years ago; and \$325 for those admitted eight or more years ago. Dues are \$315 for health professionals; \$150 for government employees and full-time academicians; \$20 for full-time law school students to receive benefits electronically. Include the applicable membership fee with your registration form and take advantage of the program registration fee for members.

PROGRAM INFORMATION

Cancellations/Substitutions: Cancellations must be received in writing *no later than February 3, 2004*. Refunds will not be issued for cancellations received after this date. Registration fees, less a \$125 administrative fee, will be refunded approximately 3-4 weeks following the program. If you register for both programs and are only able to attend one, you will not be charged a cancellation fee. However, you will be charged the full registration fee for the program you attend and refunded the difference. If you wish to send a substitute, please call the Member Service Center at (202) 833-0766. Please note that registration fees are based on the Health Lawyers membership status of the individual who actually attends the program.

Special Needs: If you need any of the auxiliary aids or services identified in the Americans with Disabilities Act, please call the Member Service Center at (202) 833-0766.

Airline Reservations: ASSOCIATION TRAVEL CONCEPTS (ATC) has been selected as Health Lawyers' official travel agency. ATC has negotiated discounts with United, Continental, US Airways and Alamo Rental Car to bring you special airfares and car rental rates lower than those available to the public. For tickets purchased less than 60 days prior, the discounts will be 5% to 10% off of the lowest available fares. Some restrictions may apply and a service fee may apply. ATC will also search for the lowest available fare on any airline.

ASSOCIATION TRAVEL CONCEPTS
1-800-458-9383
email: reservations@atcmeetings.com
www.atcmeetings.com
Fax: (858) 362-3153

ATC is available for reservations from 9:00 am until 7:30 pm Eastern, Monday through Friday.

About the Location

Hollywood, Florida is an intimate community of 126,000 located on the coast between Ft. Lauderdale and Miami, Florida. Founded in the 1920's, Hollywood has remained popular with sun-seekers. Its palm tree-lined streets, beautiful beaches, myriad diversions and trendy, redeveloped downtown combine to make Hollywood an ideal destination for visitors to South Florida. Conveniently located only 15 minutes south of Fort Lauderdale/Hollywood International Airport and 30 minutes north from Miami International Airport

You may be coming to Florida to attend the Health Lawyers conference, but you'll find much, much more than business at the Westin Diplomat Resort & Spa. You'll find a man-made paradise situated on Florida's beautiful Atlantic coastline. You'll find a luxurious and relaxing spa within an enchanting garden courtyard. You'll find a world-class golf course, pro-caliber clay tennis courts and several fantastic restaurants and exciting nightspots. Spend a sunny afternoon, or two, on the 6,800-yard championship golf course, re-designed by renowned golf architect, Joe Lee. Take a swing at one of four par-5 holes and have lunch delivered to your cart by placing an order on the Parview GPS. Reward yourself with a little self indulgence at the adjacent garden courtyard spa. The 30,000 square foot facility boasts 18 private rooms for a vast menu of signature Everglades treatments, outdoor pool and complete fitness center. Play a few sets at the Tennis Center. Named "Court of the Year" by Tennis Industry Magazine. The 2,500 square-foot facility features 10 clay courts, 6 of which are lit for night play, and two stadium courts.

A family-friendly hotel, The Westin Diplomat offers kid-friendly initiatives designed to pamper pint-sized bodies, minds and souls including unique organic skin care products for infants, designer amenities for children, expanded resort kids programs, and the industry's first-ever family plan.

REGISTRATION FORM: PHYSICIANS AND PHYSICIAN ORGANIZATIONS

1

2

3

To register: Remit payment and completed registration form by mail to the American Health Lawyers Association • P.O. Box 79340 • Baltimore, MD 21279-0340 or fax with credit card information to (202) 833-1105. To register by phone call (202) 833-0766. If any program is over-subscribed, only Health Lawyers members will be placed on a waiting list. On-site registrations will be accepted on a space-available basis only.

Name: _____ Member ID #: _____

First Name for Badge (if different than above): _____

Title: _____

Organization: _____

Address: _____

City: _____ State: _____ ZIP+ 4: _____

Telephone: (_____) _____ Fax: (_____) _____

E-Mail: _____

Spouse/Guest Name: _____

Please register me for the Physicians program

Early Registration Fees (faxed/postmarked and paid on or before January 21, 2004):

AHLA Members: \$695 Non-Members: \$870

\$620 each additional AHLA member registering from same organization at same time

Registration Fees (faxed/postmarked and paid between January 22 and February 6, 2004):

AHLA Members: \$770 Non-Members: \$945

\$695 each additional AHLA member registering from same organization at same time

Please register me for both the Physicians and the Hospitals programs

Early Registration Fees (faxed/postmarked and paid on or before January 21, 2004):

AHLA Members: \$1120 Non-Members: \$1290

\$1040 each additional AHLA member registering from same organization at same time

Registration Fees (faxed/postmarked and paid between January 22 and February 6, 2004):

AHLA Members: \$1200 Non-Members: \$1370

\$1130 each additional AHLA member registering from same organization at same time

PAYMENT INFORMATION

Please fill in applicable amount: (Sorry! Registrations cannot be processed unless accompanied by payment.)

\$ _____ Registration Fee

\$ _____ Physician Organizations Practice Group Luncheon (\$37; Wednesday, February 11, 2004)

\$ _____ Credentialing and Peer Review Practice Group Luncheon (\$37; Thursday, February 12, 2004)

\$ _____ Labor and Employment Practice Group Luncheon (\$37; Thursday, February 12, 2004)

\$ _____ Spouse/Guest Fee (\$30)

\$ _____ Membership Dues (Date admitted to the bar: //)

\$ _____ Total Enclosed

Check enclosed (Make checks payable to American Health Lawyers Association)

Bill my credit card:   

Number: _____ Exp. Date: _____

Name of Cardholder: _____

Signature of Cardholder: _____

ZIP Code of Cardholder's Billing Address _____

Please Note: Should your credit card total be miscalculated, AHLA will charge your credit card for the correct amount. To receive a refund of the registration fee paid minus \$125, cancellation notice must be received in writing by February 3, 2004. Please see p. 14 of this brochure for AHLA's full refund policy.



AMERICAN
HEALTH LAWYERS
ASSOCIATION

1025 Connecticut Avenue, NW
Suite 600
Washington, DC 20036-5405

PHYSICIANS AND PHYSICIAN ORGANIZATIONS LAW INSTITUTE

February 11-12, 2004
Westin Diplomat Resort & Spa
Hollywood, FL

**Register by January 21
and save!**

Presorted
First-Class Mail
U.S. Postage Paid
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