

Hospital-Physician Contracts and Compliance Clinic

Dan Mulholland

Henry Casale

HORTY SPRINGER

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TOPICS

Just like everything else, contracting with physicians isn't getting any easier. With significant reimbursement changes, increased government fraud enforcement, and new types of competition, hospitals and health systems have their work cut out for them. Join faculty Dan Mulholland and Henry Casale to learn about these and other challenges that will affect your physician contracting strategy and compliance efforts in today's Brave New World.

Topics that will be covered include:

- What fresh hells affecting physician contracts are lurking in the Big Beautiful Budget Bill and proposed physician fee schedule and hospital reimbursement rules?
- DOJ and the OIG are ramping up fraud enforcement – how to stay out of their crosshairs.
- Physician shortages in specialties like anesthesia are pushing up compensation demands. How do you reconcile this with fair market value rules and still attract and retain needed professionals?
- Private equity firms continue to buy more physician groups. You may be contracting with some. Learn what you need to look out for when dealing with them.
- 75% of all physicians are now employed. What does this mean for the future of the medical staff?
- APPs are a bigger part of the care team, but not all APPs are the same. What are the rules for paying the different types of APPs and for the physicians who supervise or collaborate with them?
- The DOJ and Qui Tam relators continue to pursue hospitals due to their billing practices and physician contracts – see what you can learn from the misfortune of others.
- How deferred compensation arrangements can help you with demands for ER call pay and retention of physicians.
- With all these challenges, it is also important to remember the basic rules governing physician contracting, compensation and compliance.

FACULTY/ACCREDITATION



Dan Mulholland

Mr. Mulholland is a senior partner in the law firm of Hortsy, Springer & Mattern, P.C. in Pittsburgh, Pennsylvania. He is also an editor of the *Health Law Express*, a weekly e-newsletter on health law developments, and a speaker at HortsySpringer seminars, podcasts and audio conferences.

Dan has spoken and written extensively concerning a wide variety of health law topics. He regularly advises clients on hospital medical staff, corporate, tax, fraud and abuse, and compliance matters, and reviews, prepares and negotiates all manner of contracts between hospitals, physicians, managed care organizations and vendors. He also serves as trial and appellate counsel in False Claims Act, antitrust, tax exemption, contract, medical staff and peer review litigation. In addition, Dan regularly provides strategic counseling to hospital and health system boards and management, as well as transactional services regarding mergers, acquisitions, joint ventures and affiliations.

Dan was named by *National Law Journal* as one of 40 health care attorneys who have made their mark and is listed in *The Best Lawyers in America*. He is the former Chair of the Credentialing and Peer Review Practice Group of the American Health Lawyers Association.



Henry Casale

Mr. Casale is a partner with the law firm of Hortsy, Springer & Mattern, P.C. in Pittsburgh, Pennsylvania and was a licensed pharmacist. He is a frequent editor of the *Health Law Express*, a weekly e-newsletter on health law developments and, with Hala Mouzaffar, presents *The Kickback Chronicles* on the firm's *Health Law Expressions* podcast. He is an adjunct professor in the Carnegie Mellon University Master of Medical Management for Physicians Program, and has also served on the faculty of seminars sponsored by the firm, as well as meetings and seminars sponsored by numerous hospital, managed care, legal and physician organizations, including the Pennsylvania Bar Institute and the American Health Lawyers Association.

Mr. Casale has been listed in *The Best Lawyers in America* and *Pennsylvania Super Lawyers*. He also co-authored, with Eric W. Springer, *Hospitals and the Disruptive Health Care Practitioner: Is the Inability to Work With Others Enough to Warrant Exclusion?*, 24 Duq. L.R.377 (1985). He has served as a member of the Board of Directors and as the President and Vice-President of the Society of Healthcare Attorneys of Western Pennsylvania. He has also served as a member of the Health Law Section of the Allegheny County Bar Association.

Prior to joining Hortsy, Springer & Mattern, Henry obtained his undergraduate degree from the University of Pittsburgh School of Pharmacy. He then obtained his Juris Doctor degree from the University of Pittsburgh School of Law.

ACCREDITATION

STATEMENT

(Continuing Education Credit)

In support of improving patient care, this activity has been planned and implemented by the University of Pittsburgh and Hortsy Springer Seminars. The University of Pittsburgh is jointly accredited by the Accreditation Council for Continuing Medical Education (ACCME), the Accreditation Council for Pharmacy Education (ACPE), and the American Nurses Credentialing Center (ANCC), to provide continuing education for the healthcare team.

This activity is approved for the following credit: *AMA PRA*

Category 1 Credit™. Other health care professionals will receive a certificate of attendance confirming the number of contact hours commensurate with the extent of participation in this activity.

The University of Pittsburgh designates this live activity for a maximum of 11.25 *AMA PRA*

Category 1 Credits™ for the Three Half-Day format. Physicians should claim only the credit commensurate with the extent of their participation in the activity.



EDUCATIONAL INTENT

This program is designed for hospital managers, physician practice managers, physicians who serve in medical staff and hospital leadership positions, and hospital and physician practice Board members. Upon completion of this program, participants will understand the fraud and abuse implications of hospital-physician contractual relationships. They will also understand how to structure financial relationships between hospitals and physicians so that they comply with federal statutes prohibiting payment for referrals.

WHO SHOULD ATTEND?

- Hospital Managers
- Physician Practice Managers
- Legal Counsel
- Physician Leaders
- Hospital and Physician Practice Board Members

REGISTRATION

\$1,695 per person

HOW TO REGISTER

(Registration form can be found online at www.hortyspringer.com)

Phone: 412-687-7677

Mail: Hortspringer Seminars
20 Stanwix Street, Suite 405
Pittsburgh, PA 15222

Online: www.hortyspringer.com

Participation by all individuals is encouraged. Advance notification of any special needs will help us provide better service. Please notify us at least **two weeks** in advance of the program.

SEMINAR SCHEDULE

Three Half-Day format

Day One

7:00 TO 8:00 AM – Breakfast
8:00 AM TO NOON – Seminar Session
9:45 TO 10:00 AM – Break
NOON – Day 1 Adjourns
5:30 TO 6:30 PM – Informal Reception

Day Two

7:00 TO 8:00 AM – Breakfast
8:00 AM TO NOON – Seminar Session
9:45 TO 10:00 AM – Break
NOON – Day 2 Adjourns

Day Three

6:00 TO 7:00 AM – Breakfast
7:00 TO 11:00 AM – Seminar Session
8:45 TO 9:00 AM – Break
11:00 AM – Seminar Adjourns

On Location Registration 2026

Hospital Name:

City:

State:

Address:

Zip Code:

Contact Person:

E-mail:

Title:

Phone:

Location - *please fill out a registration form for each location requested*

Registration Fee:

\$1,695 per attendee

Payment:

Credit Card: (HSME will contact you via phone for CC information.) Check Enclosed: (Please make check payable to HSM Enterprises.)

Please invoice: (You will be sent an invoice within 10 days to the e-mail listed above.)

How did you hear about this Hortspringer seminar?

Attendee Information Form 026

(Please give full names and titles as you would like them to appear on name tags.)

A unique e-mail address must be used for each individual participant.

Attendee #1 First:

MI:

Last:

Title:

Credentials:

★E-mail:

***E-mail address will be used to access our conference app, and to receive pre- and post-course materials.**

Seminar:

Attendee #2 First:

MI:

Last:

Title:

Credentials:

★E-mail:

***E-mail address will be used to access our conference app, and to receive pre- and post-course materials.**

Seminar:

Attendee #3 First:

MI:

Last:

Title:

Credentials:

★E-mail:

***E-mail address will be used to access our conference app, and to receive pre- and post-course materials.**

Seminar:

Attendee Information Form 2026 - Page 2

(Please give full names and titles as you would like them to appear on name tags.)

Attendee #4 First:

MI: Last:

Title:

Credentials:

★E-mail:

***E-mail address will be used to access our conference app, and to receive pre- and post-course materials.**

Seminar:

Attendee #5 First:

MI: Last:

Title:

Credentials:

★E-mail:

***E-mail address will be used to access our conference app, and to receive pre- and post-course materials.**

Seminar:

Attendee #6 First:

MI: Last:

Title:

Credentials:

★E-mail:

***E-mail address will be used to access our conference app, and to receive pre- and post-course materials.**

Seminar:

Attendee #7 First:

MI: Last:

Title:

Credentials:

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***E-mail address will be used to access our conference app, and to receive pre- and post-course materials.**

Seminar:

Attendee #8 First:

MI: Last:

Title:

Credentials:

★E-mail:

***E-mail address will be used to access our conference app, and to receive pre- and post-course materials.**

Seminar:

Attendee #9 First:

MI: Last:

Title:

Credentials:

★E-mail:

***E-mail address will be used to access our conference app, and to receive pre- and post-course materials.**

Seminar:

Please fill out a second form if additional attendee information is needed.

info@hortyspringer.com