

LAW OFFICES

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MICHAEL J. BEAUTYMAN, ESQ.

- 1990-present Senior Principal in firm specializing in health law and consulting, combining the expertise of lawyers and consultants. Clients located in over twenty states, Europe and the Far East. Business involves advising rehabilitation hospitals, psychiatric facilities, juvenile care facilities, teaching hospitals, medical schools, medical staffs, multi-hospital systems, urban and community hospitals, specialty hospitals, nursing homes, physicians, physician groups, physician networks, MSOs, PPOs, PHOs, GPWWs, IPAs, physician societies, managed care organizations, clinics, a hospital authority and other healthcare providers.
- Practice includes special emphasis on credentialing, bylaws, reimbursements, financially troubled providers, mergers, acquisitions, multi-institutional arrangements, joint ventures, managed care plans, HMOs, PPOs, regulatory matters, PHOs, medical staff issues, MCOs, and operational issues.
- 1985-1990 Chairman, Health Law Group, Drinker, Biddle & Reath.
- 1975-1985 Member, Health Law Group, Ropes & Gray.

EDUCATION

University of Virginia School of Law (J.D. 1975)
Charlottesville, Virginia
top 3% of graduating class; highest grade
for several courses) Order of the Coif; Teaching Assistant; International Moot Court Team

Trinity College (B.A. English 1969)
Hartford, Connecticut
1969 ECAC Scholar-Athlete of the Year
Class President

Malvern College
Worcestershire, England

Phillips Exeter Academy
Exeter, New Hampshire

Eaglebrook School
Deerfield, Massachusetts

SPEAKING ENGAGEMENTS

"ObamaCare - What is It, and Will
It Survive Judicial Scrutiny"
CAPE Education Continuing Legal Education Conf.
4 hr. lecture
Philadelphia, PA
August 29, 2011

"ObamaCare - What is It, and Will
It Survive Judicial Scrutiny"
CAPE Education Continuing Legal Education Conf.
4 hr. lecture
Fort Washington, PA
August 27, 2011

"ObamaCare - What is It, and Will
It Survive Judicial Scrutiny"
CAPE Education Continuing Legal Education Conf.
4 hr. lecture
Bala Cynwyd, PA
August 23, 2011

"Health Insurance Reform"
CAPE Education Continuing Legal Education Conf.
4 hr. lecture
Conshohocken, PA
April 22, 2010

"Healthcare Reform Under the New Administration"

CAPE Education Continuing Legal Education Conf.
4 hr. lecture
Fort Washington, PA
August 31, 2009

"Healthcare Reform Under the New Administration"
CAPE Education Continuing Legal Education Conf.
4 hr. lecture
Bensalem, PA
August 13, 2009

"Hospital-Physician Joint Ventures"
CAPE Education Continuing Legal Education Conf.
Bensalem, PA
April 22, 2008

"Hospital-Physician Joint Ventures
and Incentive Compensation"
CAPE Education Continuing Legal Education Conf.
Philadelphia, PA
August 30, 2007

Advanced Health Law
Continuing Legal Education Conference
Philadelphia, PA
August, 2007

"Antitrust"
TIPAAA 6th Annual National Meeting: e-IPAs &
Physician Organizations
Washington, D.C.
March 31, 2001

"Bankruptcy/Lessons from Allegheny"
Pennsylvania Institute of Certified Public
Accountants Healthcare Seminar
Hershey, PA
June 9, 1999

"Lessons from Allegheny"
Healthcare Finance Management Association
Philadelphia, PA
November 3, 1998

"Managed Care and the Art of Negotiation"
Manhattan Sheraton
New York City, NY
July 3, 1998

"Medicare, Medicaid and Qui Tam Practice
and Procedure"
PA Society of Health Care Attorneys and
the PA Bar Institute

Harrisburg, PA
November 7, 1997

"Critical First Steps in Network and HMO
Foundation"
Provider-Owned Networks and HMOs
Ritz Carlton, Kansas City, MO
May 1-2, 1997

"Physician Roll-up Deals"
Pennsylvania Bar Health Law Institute
Philadelphia, PA
March 6-7, 1996

"Multi-Provider Network"
National Health Lawyers Association
Orlando, FL
November 17, 1995

"Forming a Physician Owned HMO"
New York, NY
September 20, 1995
September 30, 1995
October 5, 1995
October 16, 1995
February 5, 1996

"Demystifying Managed Care and Health Care
Reform of Radiology ...a Rational Response"
Central Pennsylvania Radiological Society
Harrisburg, PA
September 7, 1994

"PHOs and Multi-Institutional Arrangements
in a Managed Care Environment"
Healthcare Financial Management Association
Philadelphia, PA
February 8, 1994

"How to Draft Managed Care Contracts"
Healthcare Contracts Institute
National Health Lawyers Association
Orlando, FL
November 18, 1993

"Tax Exemption"
Fifth Annual Capital Finance Institute
American Academy of Hospital Attorneys and
Healthcare Financial Management Association
Philadelphia, PA
October 19, 1993

"What Are You Doing (Wrong) To Assure Referrals?"
Pennsylvania Association of Rehabilitation

Facilities
Pittsburgh, PA
September 14, 1993

"Fraud and Abuse"
Healthcare Financial Management Association
May 4, 1992

"Patient Transfer Law"
(with Michael J. Astrue, General Counsel, U.S.
Department of Health and Human Services)
American Academy of Hospital Attorneys and
National Health Lawyers Association
Annual Institute
Baltimore, MD
March 21, 1992

"Patient Dumping"
Delaware Valley Hospital Council Forum,
December 4, 1991, Philadelphia, PA

"Hospital-Affiliated Multi-Specialty Physician
Group Practice Contracts"
Health Contracts Institute, Philadelphia, PA
November 7, 1991

"Buying and Selling A Hospital,"
Health Contracts Institute, Philadelphia, PA
November 4, 1991

"RBRVS and its Impact on Healthcare Facilities"
(with Michael J. Astrue, General Counsel, U.S.
Department of Health and Human Services)
American Academy of Hospital Attorneys and
National Health Lawyers Association
Annual Institute
Baltimore, MD
March 21, 1991

"Joint Ventures, Safe Harbors, and RBRVS,"
Healthcare Financial Management Association
Philadelphia, PA
January 29, 1991

"RBRVS - Does it mean more or less?"
Philadelphia County Medical Society
Blue Bell, PA
September 21, 1990

"Redesigning Physician Relationships"
Pennsylvania Association of Rehabilitation
Facilities
White Haven, PA
September 17, 1990

"Fraud and Abuse and the Safe Harbor Regulations"
Philadelphia County Medical Society
Philadelphia, PA
May 10, 1990

"Physician Ownership"
(with Michael J. Astrue, General Counsel
U.S. Department of Health and Human Services)
American Academy of Hospital Attorneys and
National Health Lawyers Association
Annual Institute
Baltimore, Maryland
April 19, 1990

"Financing Authorities and Financially Troubled
Healthcare Facilities"
National Council of Health Facilities Financing
Authorities
Absecon, NJ
April 18, 1990

"Defective Physician Reimbursement - Relative
Value Scales"
Philadelphia County Medical Society
Philadelphia, PA
April 12, 1990

"Staying Afloat in Turbulent Times-Lifesaving
Tips On Navigating Through Uncharted Waters"
Healthcare Financial Management Association
Philadelphia, PA
November 13, 1989

"Joint Venture Agreements"
Health Contracts Institute
National Health Lawyers Association
Chicago, IL
November 10, 1989

"Negotiating Techniques in Joint Venture
Contracting"
Health Contracts Institute
National Health Lawyers Association
Chicago, IL
November 10, 1989

"Medicare/Medicaid Fraud and Abuse and Referral
Limitations"
Spring Retreat

Pennsylvania Society of Healthcare Attorneys
May 5, 1989

"Withholding Treatment"
Pennsylvania Society of Respiratory Therapists
York, PA
April 28, 1989

"Multi-Institutional Arrangements and Corporate
Restructuring: Are the Advantages Being
Realized?"
New England Healthcare Assembly
Annual Meeting
March 21, 1989

"Health Law Primer: Patient Care, Regulation of
Facilities, HMOs and PPOs, Medical Staff Issues,
Joint Ventures"
Pennsylvania Bar Institute
December 12, 1988

"Multi-Institutional Arrangements"
Drinker Biddle & Reath
Health Law Seminar
December 1, 1988

"Regulatory Update"
Drinker Biddle & Reath
Health Law Seminar
December 1, 1988

"Meeting the Challenge to Tax Exempt Status"
Hospital Association of Pennsylvania
Fall Conference
November 3, 1988

"Multi-Institutional Arrangements, PHOs, Corporate
Reorganizations, Joint Ventures,"
Annual National Institute
Healthcare Financial Management Association
June 27-29, 1988

"Surgicenter Joint Ventures", Same-Day Surgery '88,
Ninth Annual Conference, American Health
Consultants
Washington, DC
March 28-29, 1988

"Multi-Institutional Arrangements, PHOs and
Corporate Reorganizations - Are the Advantages
Being Realized?"
American College of Healthcare Executives' 31st

Congress on Administration
Chicago, IL
February 17-18, 1988

"Joint Ventures"
Pennsylvania Bar Institute
Philadelphia, PA
September 11, 1987

"Right to Die - Who Decides?"
KYW-TV 3 Newsmakers
Philadelphia, PA
July 26, 1987

"Terminating Medical Treatment"
WCAU-TV 10
Philadelphia, PA
July 26, 1987

"Recent Trends In Hospital - Private Laboratory
Ventures"
American Pathology Foundation
San Diego, CA
June 13, 1987

"Treating The Terminally Ill"
The University of Pennsylvania
Philadelphia, PA
April 16, 1987

"Status of the Law with Respect to Withholding
Treatment"
Leonard Davis Institute for Healthcare Economics
The University of Pennsylvania
Philadelphia, PA
December 2, 1986

"Right to Die in the Nursing Home Context"
Pennsylvania Association of Non-Profit Homes for
the Aging
Philadelphia, PA
October 15, 1986

"Joint Ventures"
American Academy of Hospital Attorneys of the
American Hospital Association
Colorado Springs, Colorado
June 29, 1986

"Hospital-Physician Joint Ventures -- PHOs and
MESH Plans"
Virginia Hospital Association
Williamsburg, Virginia

April 17, 1986

"Incentive Compensation in the Not-for-Profit
Hospital: Tying Dollars to Results"
New England Hospital Assembly
Boston, Massachusetts
March 24, 1986

"Coordinating Physician-Hospital Economic
Incentives"
National Health Lawyers Association
Bal Harbour, Florida
March 17, 1986

"Legal Implications of Alternative
Delivery Systems - HMOs, PHOs and CMPs"
Reading, Pennsylvania
December 7, 1985

"Hospital Economic Profile Policy"
National Health Lawyers Association
Philadelphia, Pennsylvania
November 11, 1985

"New Physician - Hospital Organizations:
Coordinating Economic Incentives"
Oregon Medical Association
Portland, Oregon
November 1, 1985

"New Physician - Hospital Relationships"
Pennsylvania Medical Society
Philadelphia, Pennsylvania
October 24, 1985

"HEPP--Coordinating Hospital and Physician
Economic Incentives"
National Health Lawyers Association
Miami, Florida
March 5, 1985

"Hospital Co-Existence in the New World:
DRGs, URs, and PROs"
National Health Lawyers Association
Miami, Florida
March 3, 1985

"Patient Care Developments"
Health Law Update
Boston, Massachusetts
June 2, 1982

"Legal Implications of Withholding Treatment"

American Society of Hospital Attorneys
Boston, Massachusetts
May 16, 1982

PUBLICATIONS

"ObamaCare - What is It, and Will
It Survive Judicial Scrutiny"
Course Materials for CAPE Education Continuing
Legal Education Conf.
(July 30, 2011)

"Hospital-Physician Joint Ventures"
Course Materials for CAPE Education Continuing
Legal Education Conf.
(April 22, 2008)

"Hospital-Physician Joint Ventures
and Incentive Compensation"
Course Materials for CAPE Education Continuing
Legal Education Conf.
(August 30, 2007)

"Due Process/ Exclusive Contracts," PRS Bulletin,
(January, 1996)

"Informed Consent" PRS Bulletin (January, 1996)

"Negotiating Contracts with the Imaging Services
Purchaser" Pennsylvania Radiological Society
Bulletin, [http://www.xray.hmc.psu.edu/PRS/nov_95
legal.html](http://www.xray.hmc.psu.edu/PRS/nov_95_legal.html)

"Doing the Deal," Imaging Economics, October
1995

"Managed Health Care Delivery," Bangor Daily News,
August 25, 1995, at A9.

"Radiology Networks and Managed Care Contracting,"
American College of Radiology Bulletin (August,
1995)

"Two Ways to Handle a Pension Plan Surplus"
Healthcare Financial Management Journal (January,
1991)

"How Antitrust Legislation Affects Physicians,"
AMA News (March, 1989)

"Tax-Exempt Status Challenged,"
Society of Health Care Attorneys of the Hospital
Association of Pennsylvania Newsletter Vol. 88-02
(November, 1988)

"Avoiding Personal Liability: Some Suggestions
for Hospital Directors, Trustees and Officers,"
The Tower Viewpoint (Sept. 1988)

"Medical Staff-Hospital Joint Ventures,"
Physicians News Digest (Feb. 1988)

"Avoiding Legal Pitfalls in Service Contracts,"
Healthcare Financial Management Journal (Dec.
1987)

"Planning for Extension of PPS into Capital Costs,"
Prospective Payment Survival (September, 1987)

"Corporate Restructurings - Do They Make Sense
Today?" Hospital Law Newsletter, American Academy
of Hospital Attorneys, Vol. 20, Number 8
(Aug. 1987)

"Avoiding Medicare Recapture in Terminating a Pen-
sion Plan," HealthSpan, Vol. 3, No. 1 (Jan. 1986)

"New Delivery Systems - The MESH," Manhattan
Medicine, Vol. 5, No. 11, (Dec./Jan. 1986)

"Terminating Treatment for the Competent Patient,"
Medical Ethics Advisor, Vol. 1, No. 10 (Nov. 1985)

"Should Hospitals Establish Economic Profile Poli-
cies to Influence Physician Behavior?" Physicians
Weekly, Vol. II, No. 35 (Sept. 2, 1985)

"Judicial Determinations of 'No Code' Orders," The
Forum, vol. 4, no. 3 (Summer, 1983)

"Paternity Actions--A Matter of Opinion or a Trial
of the Blood?" The Journal of Legal Medicine,
vol. 4, no. 4 (1976) --selected for publication in
1976 Legal Medicine Annual.

CURRENT AND PRIOR DIRECTORSHIPS, PROFESSIONAL ASSOCIATIONS AND
HONORS AVAILABLE UPON REQUEST

List of References as of 3/1/08

Suryanaryan Anand, M.D.
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Bala Cynwyd, PA 19004
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President/CEO
The IPA Association of America
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Loch Lloyd, MO 64012
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6640 Carothers Parkway, Suite 500
Franklin, TN 37067
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Radiology Department
Newton-Wellesley Hospital
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Williamsburg, VA 23185
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Gregg C. Waddill, III, Esq.
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Austin, TX 78746
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