

HEALTH CARE

MY BENESCH MY TEAM
TRUSTED ADVISORS
WITH FIRSTHAND
INDUSTRY EXPERIENCE



 **BENESCH**
Attorneys at Law



Long-term care providers operate in a volatile environment. They need attorneys who already understand their industry. That's where the Benesch Long-term Care Team can help. We have nationally recognized attorneys with firsthand knowledge of the long-term care industry, and we use a team approach that matches the way health care providers do business.

MY BENESCH MY TEAM



Firsthand Experience

The Benesch Long-term Care Team boasts firsthand experience in the long-term care field, which gives us an entrepreneurial view of your business. Our practice group includes three registered nurses, a former nursing home administrator and a former nursing director, all of whom practiced in long-term care facilities. In addition, our attorneys have over 100 combined years of practical experience in the health care industry. We not only know about the legal challenges in your business, but we also know from experience the clinical issues you contend with every day.

From matters relating to licensure and Medicare and Medicaid certification to certificates of need, survey and enforcement, and reimbursement and compliance matters, Benesch has done it all. The Benesch long-term care attorneys are well-versed in federal and state regulations and familiar with for-profit and not-for-profit operating environments. They have built strong relationships with health insurance companies, medical suppliers and state and federal regulators. The firm also assists long-term care clients in acquisitions, dispositions, restructuring and reorganizations, financing, development and construction, and litigation.

Our attorneys have built a national reputation in the long-term care field, and their expertise is often sought out by both the legal community and the industries they serve. Our attorneys are on the legal committees of the American Health Care Association and the American Association for Homes and Services for the Aging, and one of our



attorneys is the Chair of the Long-term Care Program of the American Health Lawyers Association. Their active trade association involvement enables the Benesch Long-term Care Team to bring a national perspective on long-term care matters to your practice.

A Proven Consultant Team

When you take the Long-term Care Practice's extensive experience and add a highly functional team approach, you get consultants who offer personalized service. As explained by Janet Feldkamp, a Benesch partner and member of the Long-term Care Team, "The way we practice law is in many ways parallel to the way good health care providers practice health care: by offering a team approach. Like our clients, we have an interdisciplinary team, in which we call in the specialized expertise of certain attorneys as dictated by the client's situation." Using this

approach, our attorneys offer clients customized services, from in-service training for nurses designed to help them deal with the ever-mounting paperwork requirements to training on how to prevent and spot patient abuse and neglect before it's flagged by a state surveyor.

Our team is fully aware of the many challenges in the long-term care industry. In the midst of deciding how to extend the life of your aging facilities and how to diversify to maintain the bottom line, you contend with increasing regulatory oversight, mounting liability and criminalization cases and greater scrutiny over quality of care. Given these challenges, many of our clients ask our attorneys to come to their long-term care facilities to proactively identify any potential care or compliance issues and to recommend ways to resolve those issues as quickly as possible. Our extensive experience in the long-term care field enables our attorneys to provide these exceptional consultant services.

The Long-term Care Team is well-equipped to provide clients with insight into how industry changes could impact their business. Their valuable foresight allows you to make informed decisions on how to prepare and position your long-term care practice for the future. In addition, our registered lobbyists also represent and advocate on behalf of clients to provide legislators, owners and administrators the information they need to establish laws and regulations that are relevant and not overly burdensome.

The Benesch Long-Term Care Team

It makes strategic sense to add the Benesch long-term care attorneys to your team. Every day you face heavier regulatory burdens. You forecast burgeoning demand while at the same time watching your profit margins decline due to reduced government reimbursements. You contend with onerous employment and labor issues and increasing paperwork requirements in the midst of trying to uphold your quality of care. Attorneys that provide only legal representation don't offer enough to cover all of your challenges. You deserve legal representation from a consulting team that is intimately familiar with the issues you encounter, and more than capable of helping you through them all. Contact a member of the Benesch Long-term Care Team to get started.



Cleveland (216) 363-4500

Columbus (614) 223-9300

Philadelphia (267) 207-2947

Shanghai (86) 21-3222-0388

Wilmington (302) 442-7010

www.bfca.com



Cleveland

Columbus

Philadelphia

Shanghai

Wilmington

www.bfca.com