Becky Glitman counsels clients on a variety of healthcare regulatory and transactional matters. Her practice focuses on advising non-profit and for-profit healthcare providers on complex transactions, affiliations, joint ventures, and matters related to regulatory compliance.

Becky advises both strategic and private-equity investors on the acquisition and sale of healthcare businesses. Becky has extensive experience analyzing issues related to the corporate practice of medicine, dentistry, and optometry. She advises clients on licensure and accreditation, HIPAA compliance, Medicare and Medicaid enrollment, payor contracting and healthcare compliance matters related to the Stark Law, the Anti-Kickback Statue, and state fraud and abuse laws.

Becky drafts and negotiates agreements for a range of healthcare matters, including entity formation and dissolution, clinical trial agreements, supply contracts, physician employment and recruitment, and professional services.

Becky represents a wide range of healthcare clients, including multi-hospital systems, independent community hospitals, government-owned hospitals, physician groups, dental practices, optometry practices, nursing and assisted living facilities, hospices, home health agencies, pharmacies, clinical laboratories, medical device companies, and other ancillary healthcare businesses.

Becky also advises nonprofit clients on a variety of issues related to federal tax-exempt status, including unrelated business income (UBI) and private business use (PBU). She assists clients, such as joint ventures and government hospitals, in completing initial applications for tax-exempt status.

**Representative Matters**

- Advised a national nonprofit health system on contractual and whole-hospital joint ventures with an academic medical center.

- Negotiated various contracts for a regional health system’s establishment of a telehealth network.
• Advises both nonprofit and government-owned hospital clients on requirements for affiliation and acquisition transactions unique to Michigan Municipal Health Facilities and Hospital Authorities.
• Advises private-equity firms in acquiring physician, dental, and optometry management services organizations.
• Advises private-equity owned healthcare businesses in add-on and strategic acquisitions.
• Advises a regional nonprofit healthcare system on its multi-million dollar bond financings.

Professional & Community Involvement

American Bar Association

American Health Lawyers Association

State Bar of Michigan, Health Care Law Section
• Council Member 2018–present
• Publications Committee Chair 2018–present; Member 2017–2018
• Membership Committee 2015–2018

Michigan Health and Hospital Association
• Small or Rural Hospital Council 2017–present

News & Resources

Publications

• New Anti-Kickback Safe Harbors and Patient Inducement Exceptions: Increased Flexibility for Coordinating Patient Care (May 2017) American Health Lawyers Association, Hospital and Health Systems Practice Group
  Hospital and Health Systems Rx