



HEALTH CARE

Keeping Health Care Clients Informed of Rapidly Changing Laws Affecting the Health Care Industry

Mackenzie Hughes represents the region's top health care providers by keeping them abreast of the law and its implications.

SITUATION

Health care is among the most heavily regulated industries in the state, and the country. Leading health care providers must constantly be kept up-to-date on the latest legal developments, and offered simple, cost-effective measures for staying in compliance with those rules. The scope of the regulations applicable to health care providers range from provision of services to billing to labor and employment matters. A health care provider's failure to comply with even a single regulation can result in severe penalties, civil liabilities, or worse. So, health care providers must be confident that their legal counsel is keeping them attuned to the law and practical solutions for how to comply with it.

CHALLENGE

- Ensure health care clients know about new regulations and laws affecting the provision of health care.
- Find a way to get the vital information to them in an educational setting that also allows them to share information and practical experiences with each other, in a simple and cost-effective manner.

SOLUTION

The Mackenzie Hughes Health Care Law Practice Group, led by Clayton H. Hale, Jr., and Maureen Dunn McGlynn, determined that the simplest, most cost-effective way to meet the challenge is by bringing health care providers together monthly to brief them on these important topics and practical ways to address them. Therefore, the firm began hosting a "Health Care Law Update" every month for its clients in the health care industry. Modeled after the popular Mackenzie Hughes "Labor Law Review" sessions, these one-hour workshops keep health care providers educated on the newest, most important developments in areas affecting their businesses and livelihoods. Topics include: the Health Insurance Portability and Accountability Act (HIPAA), malpractice litigation, the Stark laws, fraud and abuse, the Emergency Medical Treatment and Active Labor Act (EMTALA), reimbursement and payment issues, and other business law issues that uniquely affect health care providers. The workshops are offered in plain talk, identifying realistic and practical answers for complying with complicated health law issues.

SUCCESS

The Updates have become extremely popular among Mackenzie Hughes' health care clients. The seminars are routinely attended by representatives from the region's largest and most prominent hospitals, nursing homes, physician practices, insurers, billing companies, health care vendors, and physical therapy practices from throughout Central New York as well as Utica and Cortland.

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MACKENZIE HUGHES LLP

Plain talk. Exceptional expertise.

BEST PRACTICES

HEALTH CARE *con't.*

“I find the updates extremely informative on current issues. I always come away with new knowledge. Sometimes I actually learn more from the questions asked from the other clients. You think you know the answer, so you don’t ask. But then someone else does and you find out you didn’t really know after all.”

—*Rita Romano, lab manger and HIPAA privacy officer, Northern Syracuse OBGYN Associates*

“I find them to be very helpful in keeping us abreast of any changes that haven taken place. I have even gone so far as to ask for a particular topic to be added to the list for future updates.”

—*Denise Giglio, health information supervisor, Visiting Nurse Association of Utica*

“I love the Health Care Law Updates. We get a lot of information that we share with our physician group members. They are presented very well and are very interesting.”

—*Diane VanHouten, Executive Assistant, Eight-County Physician Organization, LLC*

