



# Grand Rounds

## Contract Negotiations

**Date:** Wed., March 20, 2019  
**Time:** 7:30 am—8:30 am  
**Place:** Monroe County Medical Society  
The Park at Allens Creek Rd.  
132 Allens Creek Road  
Rochester, NY 14618



**FREE FOR MCMS MEMBERS AND THEIR STAFF**

**Steven Gersz, Esq. will share his insights into how to negotiate a physician contract with these key considerations:**

- Job Description, Duties & Work Schedule
- Qualifying Contingencies
- Compensation Package
- Malpractice Insurance
- Term & Termination
- Understanding Non-Compete Covenants



**Presenter:**

**Steve Gersz, Esq.**  
*Underberg & Kessler LLP*

From mergers and acquisitions to emerging technology companies, Steve has immersed himself in business and corporate law his entire legal career. He is a partner and immediate past chair of Underberg & Kessler's Corporate & Business Practice Group, and has extensive experience in the organization and development of business and professional entities; mergers, acquisitions and dispositions; equity and debt financings; and federal and state securities law.

As both an attorney and a community volunteer, Steve is actively involved in healthcare matters. He has represented physicians, medical groups and other health care providers on a wide variety of legal matters.

For more information, contact Ronaele King at (585) 473-7573 or [rking@mcms.org](mailto:rking@mcms.org).

**Program Registration Fees**

*MCMS & 7th District Members & Staff:* Free  
*Non-members:* \$20 per person

**MCMS Grand Rounds: Contract Negotiations — March 20, 2019**

*Online registration is available at [www.mcms.org](http://www.mcms.org)*

Name(s): \_\_\_\_\_

Practice Name: \_\_\_\_\_

Phone Number: \_\_\_\_\_ E-mail: \_\_\_\_\_

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**Registration Fees:** *MCMS and 7th District Members:* Free *Non-members:* \$20 per person

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Please bill my credit card in the amount of \$\_\_\_\_\_

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Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_ Verification Code: \_\_\_\_\_

Address associated with card: \_\_\_\_\_ Zip: \_\_\_\_\_

Signature: \_\_\_\_\_

*Send completed form and payment to:*

Monroe County Medical Society, 132 Allens Creek Rd., Rochester, NY 14618  
Fax: (585) 473-7641 Email: [rking@mcms.org](mailto:rking@mcms.org)

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