



GRAND ROUNDS

Contract Negotiations

Steven & Jillian will share their 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

Program Fees:

MCMS & 7th District Member:
Free or \$20 per office non-member
For more information: Call (585) 473-7573 or lphillips@mcms.org

Date: Tuesday, March 16th, 2021

Time: 7:30 am—8:30 am

Place: Virtual (Zoom Meeting)

PRESENTERS:



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.



Jillian Farrar, Esq.
Underberg & Kessler LLP

Jillian combines creativity and pragmatism to resolve disputes associated with commercial litigation, bankruptcy, collections, foreclosures and creditors' rights. She is well-versed in working with the issues facing creditors and her ability to communicate complex legal concepts enables clients to understand all the options available to them. From litigating complex commercial disputes to negotiating a beneficial repayment agreement, Jillian strives to achieve the best possible outcome for her clients. Jillian brings a high level of energy and dedication in her representation of clients' interests and provides a tough and resourceful ally. She employs all of her talents to further the interests of her clients. Before joining Underberg & Kessler, Jillian was the bankruptcy attorney at Shapiro, DiCaro & Barak LLC. She also served as the Form and Accuracy Editor of the Syracuse Law Review.

Contract Negotiations, March 16, 2021 Online
registration is available at www.mcms.org

Name(s): _____
Practice Name: _____
Phone Number: _____ E-mail: _____

Registration Fees: MCMS and 7th District Member: Free Non-member: \$20

*Note to Non-members: If you complete a MCMS membership application within three months, the registration fee will be applied to your first year's dues payment.

Payment of \$ _____ is enclosed. (Check payable to "MCMS") Please e-mail a receipt. Please bill my credit card \$ _____

Cardholder Name: _____ Card Number: _____
Exp. Date: _____ Verification Code: _____ Address associated with card: _____
Zip: _____ Signature: _____

Send completed form and payment to:
Monroe County Medical Society, 200 Canal View Blvd., Suite 202, Rochester, NY 14623 Fax: (585) 473-7641

Email: lphillips@mcms.org

MCMS Cancellation Policy: Cancellation requests must be sent via e-mail to Nedra Keller at nkeller@mcms.org with "Cancellation Request" in the subject line. Correspondence must include event title, date and time, registrant's name, and payee's contact information. If cancellation notice is provided at least 7 days prior to the scheduled event, a refund may be requested, minus a 20% processing fee. If cancellation notice is provided at least 1 day prior to the scheduled event, a credit voucher will be issued for the full amount paid that may be used by anyone in the practice within one year of the original event date. Questions? Contact lphillips@mcms.org or at 585-473-7573.