



GRAND ROUNDS

Contract Negotiations

Date: Tuesday, April 19, 2022
Time: 7:30 am—8:30 am
Place: Zoom (Link will be sent prior to event)

Steven Gersz, Esq. and Ericka Elliot will share 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

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.



Ericka B. Elliot
Underberg & Kessler LLP

Ericka is an associate in the Firm's Health Care and Litigation Practice Groups. She focuses her practice on commercial litigation and has prior experience in insurance defense litigation, corporate litigation, and municipal law. Ericka also has experience counseling clients in labor and employment matters regarding compliance. She is a powerful advocate and uses rigorous preparation, detailed analysis, and well-developed legal arguments to achieve favorable outcomes for the clients she represents. Ericka ensures that her clients are well informed throughout the entire legal process and is responsive and readily available.

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Contract Negotiations, 4/19/2022
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