

# D. Louis Glaser

## Partner

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### Practices

FOCUS: Health Care

Corporate Governance

Entrepreneurial Ventures

Health Care Litigation, Reimbursement and Regulation

Health Care Regulatory and Compliance

Health Care Services Private Equity

Health Care Tax Exempt

Health Care Transactions

Hospital-Physician Relations and Medico-Legal

Insurance and Health Care Fraud Litigation

Mergers and Acquisitions

Private Equity

### Industries

Clinical Integration and Managed Care

Medicare/Medicaid Reimbursement

### Education

JD, Loyola University Chicago School of Law, *cum laude*

MHA, The Ohio State University

BA, DePauw University

### Bar Admissions

Illinois

### Community Involvements

Illinois Association of Healthcare Attorneys

Mergers and acquisitions in the health care industry demand a thorough understanding of the unique organizations involved and the complex regulatory issues they face. Having completed more than 100 acquisitions in this field, including a number of industry-leading transactions, Lou Glaser can anticipate the full range of complications arising in this highly regulated environment. Health care providers turn to him for some of the largest deals involving hospitals and specialty medical practices.

### A leader in the sale of specialty medical practices

The sale of a physician-owned business poses challenges, and Lou is familiar with the complications that such an ownership situation can create and often devises novel structures to get deals done. A skilled negotiator with a certificate of mediation from the American Health Lawyers Association, he has a track record of closing transactions with minimal regulatory problems. The many successful deals he has completed include record-setting acquisitions of urology and gastroenterology specialty practices.

Diversified hospital systems and large medical groups frequently call on Lou, as do a wide range of health care providers, health maintenance organizations (HMOs), managed care organizations (MCOs), pharmaceutical companies and medical device manufacturers. The transactions that he helps these clients with include not just M&A deals, but also reorganizations, joint ventures and complex financial arrangements.

Given his vast experience, Lou has navigated nearly every twist that a health care deal can take — from selling a specialty practice owned by more than 100 physicians to negotiating sensitive matters with a government entity in public due to state sunshine laws. Across all of his work, Lou takes care to address not just his clients' business goals, but also regulatory issues including reimbursement.

Beyond his deal work, Lou counsels clients on general corporate and

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regulatory matters. He has also steered clients through insurance and health care fraud litigation, numerous self-disclosures and the advisory opinion process.

## Recognitions

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*Recognized or listed in the following:*

- *Best Lawyers in America*
  - Health Care Law, 2003–2024
- *Chambers USA*
  - Healthcare, 2009–2023
- Law Bulletin Publishing Company
  - Illinois Forty Leading Attorneys Under 40, 2001
- *Leading Lawyers Network*
  - Top 10 Health Law Lawyers in Illinois, 2014
  - Top 250 Leading Business Lawyers in Illinois, 2014
- Nightingale's Healthcare News
  - Outstanding Healthcare Transactional Lawyers, 2004
  - Outstanding Hospital Lawyers, 2003
- *Super Lawyers*
  - Illinois, 2006–2024
- *The Legal 500 United States*
  - Recommended Attorney, 2016–2018

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## News

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- Katten Attorneys Named to 2024 Illinois Super Lawyers, Rising Stars Lists (January 25, 2024)
- Katten Attorneys Distinguished by *Best Lawyers*® (August 17, 2023)
- Katten Boosts Rankings in *Chambers USA Guide 2023* (June 1, 2023)
- Katten Attorneys Selected to 2023 Illinois Super Lawyers, Rising Stars Lists (January 24, 2023)
- Katten Attorneys Recognized by *Best Lawyers*® (August 18, 2022)
- Katten Ranked Leading Law Firm by *Chambers USA 2022* (June 1, 2022)
- Katten Represented Growing Urology Practice AUI in Its Affiliation With Solaris Health (March 10, 2022)
- Katten Attorneys Named to 2022 Illinois Super Lawyers, Rising Stars Lists (January 28, 2022)
- Katten Attorneys Listed in *The Best Lawyers in America*® (August 19, 2021)
- Katten Boosts Rankings in *Chambers USA 2021* (May 20, 2021)
- Katten Attorneys Chosen for 2021 Illinois Super Lawyers, Rising Stars Lists (January 29, 2021)
- Katten Attorneys Distinguished as Top Legal Talent in the 2021 *Best Lawyers in America* and *Best Lawyers: Ones to Watch* Lists (August 20, 2020)
- Coronavirus (COVID-19) Federal and Illinois Health Care Primary Legal Sources (April 27, 2020)
- Katten Rated Top Law Firm by *Chambers USA 2020* (April 23, 2020)
- Katten Attorneys Selected to 2020 Illinois Super Lawyers, Rising Stars Lists (January 29, 2020)

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- Katten Team Represents Leading Ortho and Neurosurgery Provider in Growth Capital Investment Deal (July 11, 2019)
- Katten Lauded Top Ranked Law Firm by *Chambers USA* 2019 (April 25, 2019)
- Super Lawyers Lists Honor More Than 50 Katten Attorneys in Illinois (January 24, 2019)
- Katten Distinguished by *The Legal 500 United States* (June 14, 2018)
- Katten Rated as Leading Law Firm by *Chambers USA* 2018 (May 3, 2018)
- Katten Attorneys Recognized in 2018 Illinois Super Lawyers, Rising Stars Lists (January 25, 2018)
- Katten Distinguished by *The Legal 500 United States* 2017 (May 31, 2017)
- Katten Recognized as Leading Law Firm by *Chambers USA* 2017 (May 30, 2017)
- Katten Attorneys Recognized in 2017 Illinois *Super Lawyers*, Rising Stars Lists (January 13, 2017)
- 79 Katten Attorneys Selected for *Best Lawyers in America*® 2017 (August 15, 2016)
- Eighteen Katten Practices and 70 Attorneys Recognized by *The Legal 500 United States* 2016 (June 17, 2016)
- *Chambers USA* 2016 Distinguishes 22 Katten Practices and 50 Attorneys (May 27, 2016)
- Forty-Seven Katten Attorneys Recognized in 2016 Illinois *Super Lawyers* List (January 8, 2016)
- 91 Katten Attorneys Recognized in *Best Lawyers in America*® 2016 (August 17, 2015)
- Katten Attains 22 Practice and 58 Attorney Rankings by *Chambers USA* 2015 (May 20, 2015)

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- Fifty-Three Katten Attorneys Recognized in 2015 Illinois *Super Lawyers* List (January 12, 2015)
- 85 Katten Attorneys Named to *Best Lawyers in America*® 2015 (August 18, 2014)
- *Chambers USA* 2014 Distinguishes 24 Katten Practices and 54 Attorneys (May 23, 2014)
- Fifty-Four Katten Attorneys Recognized in 2014 Illinois *Super Lawyers* List (January 13, 2014)
- 83 Katten Attorneys Lauded in *Best Lawyers in America*® 2014 (August 15, 2013)
- *Chambers USA* 2013 Recognizes 24 Katten Practices and 49 Attorneys (May 24, 2013)
- Sixty-Nine Katten Attorneys Included on 2013 Illinois *Super Lawyers* List (January 4, 2013)
- 80 Katten Attorneys Named to *Best Lawyers in America*® 2013 Guide (August 24, 2012)
- *Chambers USA* 2012 Distinguishes 19 Katten Practices and 45 Attorneys (June 7, 2012)
- Eighty-Six Katten Attorneys Named 2012 Illinois Super Lawyers (February 28, 2012)
- 75 Katten Attorneys Named to *Best Lawyers in America*® 2012 Guide (September 12, 2011)
- Katten Earns Recognition for 17 Practices and 44 Attorneys in 2011 *Chambers USA* Guide (June 10, 2011)
- 70 Katten Attorneys Named to *Best Lawyers in America*® 2011 (August 9, 2010)
- Katten Lands 16 Practices and 39 Attorneys in *Chambers USA* Guide (June 24, 2010)
- Four Katten Practices Recommended by *Legal 500* in 2010 US Edition (June 14, 2010)

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- 66 Katten Attorneys Named to 2010 List of *Best Lawyers in America*® (August 5, 2009)
- Katten Lands 14 Practices and 37 Attorneys in *Chambers USA* Guide (June 12, 2009)
- Katten Adds D. Louis Glaser as Partner in Health Care Practice (January 21, 2009)

## Publications

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- CMS Issues Draft Guidance for Hospital Co-Location (May 6, 2019)
- *Health Care Perspectives* (April 2017)
- *Health Care Perspectives* (March 2016)
- *Health Care Perspectives* (May 2015)
- CMS Issues Proposed 60-Day Rule for Reporting and Returning of Overpayments (February 21, 2012)
- *Health Care Credentialing Update* (November 2011)
- *Health Care Update* (November 2011)
- CMS Issues Final ACO Regulations (November 10, 2011)
- Government Issues Eagerly Awaited Proposed ACO Regulations (April 12, 2011)
- *Health Care Update* (October 2010)
- *Health Care Credentialing Update* (October 2010)
- *Health Care Update* (October 2009)
- *Health Care Credentialing Update* (October 2009)
- "Phase III Regulations Result in Dramatic Changes to Stark Law," *BNA Health Law Reporter*, Vol. 16, No. 40 (October 11, 2007)
- "Shared Use Arrangements: A Look Back and a Glance Forward," *Hospitals and Health Systems Rx* (June 1, 2007)

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## Presentations and Events

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- Health Care Services Transactions: Current Trends and Insight (April 29, 2019) | *Panelist*
- Katten Webinar: Closing the Deal – Health Care Private Equity Trends and Triggers (October 24, 2018) | *Panelist*
- HCCA's 21st Annual Compliance Institute (March 26–29, 2017) | *Presenter* | *Minimizing Stark Law Execution Risks*
- Minimizing Stark Law Execution Risks (January 14, 2016) | *Presenter*
- Understanding the Implications of Medicare's Physician Value-Based Payment Modifier (February 26, 2014 ) | *Presenter*
- Practical and Compliant Solutions for Issues in Evolving Hospital/Physician Affiliations (November 6, 2013) | *Panelist*
- Physician Compensation Trends and Pitfalls (August 14, 2013) | *Presenter*
- The Economic Impact of Health Care Reform: Opportunities and Pitfalls for Providers and Investors (May 10, 2010) | *Moderator*
- Financial Management Strategies and Operations (May 4–6, 2010) | *Presenter* | *Physician-Hospital Alignment: Maximizing Collaboration and Minimizing Subsidizations*
- Financial Management Strategies and Operations (December 7–9, 2009) | *Presenter* | *Physician-Hospital Alignment: Maximizing Collaboration and Minimizing Subsidizations*
- Financial Management Strategies and Operations (October 20–22, 2009) | *Presenter* | *Physician-Hospital Alignment: Maximizing Collaboration and Minimizing Subsidizations*
- Best Practices in Structuring Call Coverage After the Recent OIG Advisory Opinion 09-05 (September 24, 2009) | *Presenter* | *Hospital Perspective*