



# ANNUAL CONSULTANTS' CONFERENCE

JUNE 8-11  
**2011**  
SAN DIEGO



NATIONAL ASSOCIATION OF CERTIFIED VALUATORS AND ANALYSTS • INSTITUTE OF BUSINESS APPRAISERS

Track: **Healthcare Consulting**

Sponsored by the Healthcare Practice Group

Session Date/Time: *Friday, June 10, 2011 • 12:55 – 1:50 PM*

Session Title: **Valuing Physician and Executive Compensation Agreements: Establishing Fair Market Value and Commercial Reasonableness Thresholds**

Session Summary:



This presentation is geared towards high-level hospital administrators and their legal counsel and will discuss transactions involving the employment of physician clinical and administrative/executive services (e.g., medical directorships), which require a certified opinion of value to support the relationship developed between these providers, and enterprises that employ these providers (often exempt organizations), in order to meet the regulatory requirements imposed by the Internal Revenue Service and Office of Inspector General.

CPE Hours/Fields of Study: CPE: 1 • 1Hr-SK&A

Presenter Bio(s): **Robert James Cimasi, MHA, ASA, MCBA, CBA, AVA, CM&AA**



Robert is President of Health Capital Consultants, (HCC), a nationally recognized healthcare financial and economic consulting firm. He has over 25 years of experience in serving clients in forty nine states, with a professional focus on the financial and economic aspects of healthcare service sector entities including: valuation consulting; business intermediary and capital formation services; healthcare industry transactions including joint ventures, sales, mergers, acquisitions, and divestitures; litigation support & expert testimony; and, certificate-of-need and other regulatory and policy planning consulting.