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Today’s Lecturers:
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OBJECTIVES

- Understand language and terms found in physician employment agreements;
- Recognize mistakes commonly made when entering into a contract; and
- Obtain knowledge necessary to enter into an employment agreement, while avoiding problem areas
DISCLAIMER

- No two employment agreements are created equal.
- Each agreement must be reviewed on its own terms.
- Many of the terms may be negotiable
Parties to an Agreement

- Agreement sets forth precise legal names
- Anyone required to perform obligations should be named
- Partnerships or corporations should be indicated
- All parties **must** sign the agreement
Term of the Agreement

- Beginning and ending dates should be clear
  - Effective date
  - Starting date
- “Term" section must be read in conjunction with the "termination" section
Physician’s Responsibilities

- A good contract identifies:
  - typical schedule
  - where the physician typically works
  - expectations about call

- Outlines expected administrative duties and expected community activities
Employer’s Responsibilities

- Should outline:
  - office space
  - support staff
  - supplies
  - billing services
Compensation

- May be subject to tax, fraud and abuse, and anti-self-referral laws
- Must be fair market value
- Fair market value determined by comparing entire compensation package
Compensation

- Guaranteed salary for one or two years
- Salary based on production in following years
- Option to buy into group
  - "buy-in" clause or "partnership" arrangement
  - Draft these options separately, if possible
Malpractice Insurance

- Most employers provide professional liability insurance when physician works for employer
  - Should indicate “claims made” or “occurrence based”
Malpractice Insurance

- Claims made
  - Covers the physician only if claim is brought within policy period
  - Additional tail coverage is needed to cover claims made after the policy expires
Malpractice Insurance

- Occurrence based
  - Covers the physician for any alleged acts that occurred while the policy was in effect, even if the claim is brought well after the policy expires
Malpractice Insurance

- Most employers provide "claims made"
  - Requires tail coverage when the physician leaves
  - Agreement should outline who pays for "tail" coverage
Covenant Not-To-Compete

- Prevents departing physician from competing with employer in specific geographic area for specific period of time
- Enforceable under Florida law
Outside Employment

- Can be prohibited by some employers
- May require the income be turned over to the employer
- Physician should negotiate to minimize the employer's control over outside employment and income
Termination Clause

- One of the most important clauses in the contract
- Can allow employer to terminate physician’s employment if certain events occur
- Physician may also be able to terminate the contract with appropriate notice
Termination

- Access to records
  - Most agreements say patient records belong to the employer
  - Physician should negotiate reasonable access
    - defending a malpractice action
    - credentials committee investigation
    - Florida Department of Health inquiry
Research and Writing

- Results and the written materials belong to the employer
- A written agreement can give the physician the ownership rights to these materials
Recruitment Incentives

- Carefully review any incentives to ensure that the incentives are permitted under federal law
Disputes

- Usually resolved in the courts
- Each party will pay their own litigation costs and attorney fees
- Some parties choose arbitration
“Boilerplate” Provisions

- Usually restate what is already the law on these points
Contract Changes

- Most employers use standard contract for all physicians
- Large employers are less likely to change their form to accommodate the physician than small organizations
- Clarify certain provisions through use of a signed letter
Additional Exhibits

- Many employment agreements will incorporate additional exhibits and covenants into a contract by reference.
- Do not sign the agreement until any and all exhibits, covenants, or addenda are initialed and attached.
ALWAYS request a signed copy of the contract!
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