

### **Proven leader in recognition and implementation of healthcare industry trends**

Over two decades experience in visioning, execution and operation of medical screening and diagnostic facilities. Diverse background in law, strategic market penetration, equity acquisition, financial management, technology procurement and staff development. Broad, direct experience interfacing directly with physicians, specialists, boards of directors and executive leadership. Singularly successful in creating synergistic relationships with referring physicians, sub-specialists, employers and healthcare providers.

#### **Areas of Expertise**

- |                                      |                                     |
|--------------------------------------|-------------------------------------|
| ✓ Strategic Planning and Analysis    | ✓ Equity Procurement                |
| ✓ Market Analysis                    | ✓ Creative Funding Strategies       |
| ✓ Wellness and Prevention Strategies | ✓ Integrated Healthcare Delivery    |
| ✓ Contract Negotiation               | ✓ Physician Relationships           |
| ✓ Project Management                 | ✓ Presentations and Public Speaking |
| ✓ Construction Supervision           | ✓ Community and Media Relations     |

### **Career Progression**

**PrevaHealth Wellness Diagnostic Center** (2001 – Current): Founder and President.

Founded upon the concept that effective preventive health must involve the patient, their physician and employer in a collaborative effort, PrevaHealth provides state-of-the-art screening and diagnostic services for an accurate assessment of the patient's true risk of preventable disease. This information serves as the basis for a unique consultation that provides precise, evidence-based guidelines to the referring physician and focused education to the patient. A clearly defined treatment plan provided to the referring physician, with the patient as an active participant creates a climate where positive outcomes are most likely to be achieved. For their part, employers are educated in the support necessary for the patient to meet these goals. Clearly defined metrics are available to employers to demonstrate a return on investment to justify their participation.

- ✓ Developed and articulated a unique business plan (patent pending)
- ✓ Raised over \$3.5 Million in equity and financing - over half from individual physicians (mostly Primary Care)
- ✓ Negotiated acquisition of innovative EBT 'E-Speed' CT device and designation of PrevaHealth as General Electric's 'National Training Center'
- ✓ Designed and supervised construction of facility
- ✓ Negotiated and drafted contracts with physician contractors and suppliers
- ✓ Designed physician-related materials for education, marketing and billing
- ✓ Developed patient materials, forms and educational monographs
- ✓ Negotiated with employers to provide screening and educational programs

**Ohio Heart** (1996 – 2001) Co-Founder and Director of Development and Operations.

A Cardiac Screening Facility in Columbus, Ohio. All aspects of Center financing, site selection, construction, staffing and development were direct responsibilities. As head of operations, developed and implemented all area of facility operation including staff development and training, marketing, compliance and quality assurance.

In May of 2000 **Preventive Imaging, LLC** was created as a wholly-owned subsidiary to develop and operate Cardiac Screening Centers in Akron, Ohio; Sarasota and Orlando Florida; Baltimore, Maryland (joint venture with Johns-Hopkins Medical Center); Framingham, Mass. (joint venture with National Institute of Health); and Detroit Medical Center (four regional free-standing cardiac wellness centers)

**Crabbe Brown, Jones, Potts and Schmidt, LLC** (1980-1998)

Eighteen years of private practice included Healthcare, Corporate, Real Estate, and Professional Liability Law, serving national and local clients. Experience and expertise extends from contract drafting and negotiation to regulatory and administrative practice. Litigation practice has included a vigorous trial practice at all State levels and through the Federal Courts of Appeal. Has represented physician practice groups in healthcare matters and has broad experience in issues affecting the healthcare industry. Management responsibilities included hiring and supervision of professional and non-professional staff.

**Clerk, U.S. District Court, Southern District of Ohio** (1978-1980)

Received two year appointment as Clerk to the Hon. Carl B. Rubin, Chief Judge, U.S. District Court, Southern District of Ohio. Provided legal support on all matters of Federal Civil and Criminal jurisdiction.

### Education

**University of Dayton School of Law** – Dayton, Ohio

Juris Doctor, 1978

**Marquette University** – Milwaukee, Wisconsin

Bachelor of Science – Biology, 1972

#### **Additional training includes:**

Healthcare Regulation and Compliance CLE

Mediation and Dispute Resolution

Executive MBA courses

### Community Activities

**Columbus Jazz Orchestra - Jazz Arts Group** Board President: 2003-2006; Treasurer 2001-2003; Board member: 1997 to present

**AFAR - American Federation for Aging Research, Ohio Chapter** Board Member; 1996 to present

**Actors Summer Theatre** Vice President 1997; Treasurer 1994-1996; Board Member 1992-1997

**Habitat for Humanity** Volunteer: 1992- 2000