Randal L. Schultz

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7300 West 110th Street
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Assistant
Jana Stuart
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PRACTICE AREAS

Closely Held & Family Business

Entrepreneurial Services

Health Care Regulatory & Compliance Counseling

Health Care Transactions

Health Law

Corporate & Business

Tax

Randal Schultz works with clients to maximize the value of their organizations for long-term success. He has counseled health care organizations of all types across the country for the development of business/financial structures, entity formation, program/product creation and regulatory compliance. As a seasoned health care industry lawyer, his 30 years of experience include:

- Forming multiple large-scale clinically integrated health care provider organizations and working with ACO shared savings delivery models;
- Developing pharmacies, ambulatory surgical centers, imaging centers, laboratories, cancer treatment centers and both physician and nonphysician owned hospitals:
- Providing consultation on various states' insurance regulations and federal Stark law and antikickback regulations involving hundreds of health care transactions for regional and national clients;
- Representing community hospitals and a large group purchasing organization for a national Children's Hospital network as outside General Counsel; and
- Helping develop the US Stop Loss Health Insurance policy for Lloyds of London covering self-insured employers.

Health Care Law. From the beginning of his career, Randal has represented large and small health care entities in all of their corporate structure, finance and governance needs and is involved with the design of ACO and High Performance Provider networks. He works extensively with hospitals (private and governmental) and physician groups, as well as other for-profit and not-for-profit entities on their corporate and governance structure, contract matters, employee benefit issues, compensation planning issues and insurance program

INDUSTRIES

Health Care

COURT MEMBERSHIPS

- Kansas
- Colorado
- Minnesota
- Missouri

EDUCATION

University of Iowa College of Law, J.D., *with honors*, 1985

University of Iowa, B.A., Accounting, *with highest honors*, 1982

design and development.

Insurance/Employee Benefits Law. Randal also practices in the areas of insurance and employee benefits law. He assists companies with the design and implementation of insurance programs for national and local employers, insurers and reinsurers. His benefits/insurance practice involves working with self insured and fully insured employee benefit and property and casualty programs including insurance brokerage agreements, excess and reinsurance structures, off shore captive insurance companies and the relationship between the programs, the insurers and the regulators. Randal represents associations with the design of self-insured health benefit and property and casualty liability programs as well as working with implementing Risk Retention Groups and other captive insurance company arrangements. He assists with both public and private self-insured entities and has worked extensively with insurance regulators in various states and foreign countries.

Corporate Compliance. Randal also helps small and large companies protect their businesses by providing custom risk assessment analysis and compliance program management.

Randal was an adjunct professor at Rockhurst University, teaching Corporate Law in its MBA program. He is a Certified Public Accountant (CPA). He gives speeches locally and nationally on health care regulatory issues, employee benefits, compensation and insurance issues and has been quoted and/or featured in articles discussing insurance-related issues in *The Kansas City Star*, *The Kansas City Business Journal*, *MD News* and *The Wall Street Journal*. Additionally, Randal was the featured health care attorney for a nationally syndicated radio program on the economics of medicine, as well as a local talk radio show.

Certifications

- Certified Public Accountant (CPA)

Events

- Health Law Seminar
  September 13, 2023
- Health Law Seminar
  September 22, 2022
- Emerging from COVID and Beyond … How to Structure a Successful Medical Practice
  June 16, 2020
- Detangling the Web: How Providers can Mitigate the Economic Impact of the COVID-19 Outbreak
  April 10, 2020
- Using Equity Funds to Achieve Health Care Delivery and Financial Goals for Physicians and Medical Practices
  March 18, 2020

Presentations

- Co-presenter, "Using Equity Funds to Achieve Health Care Delivery and Financial Goals for Physicians and Medical Practices," Lathrop GPM Health Law Seminar, September 13, 2023
- Presenter, "'What Medical Managers Need to Know about Laws and Strategies Affecting Medical Practices," Medical Group Management Association of Kansas Annual Conference, April 21, 2023
- Presenter, "Forming Large Groups, Equity Deals and Corporate Dentistry," Presentation for Oral Surgeons, November 5, 2022
- Panelist, "The Lure of a Multiple - What You Need to Know About Private Equity Investments in Health Care," Lathrop GPM Health Law Seminar, September 22, 2022
- Co-presenter, "Big Cases and the Impact on Health Care: Health Care Providers and the Practical Response to *Dobbs v. Jackson Women's Health Organization*," Lathrop GPM Health Law Seminar, September 22, 2022
- Presenter, "Update on Legal Issues for NBC Members: Antitrust and *Roe v. Wade*," National Behavioral Consortium Fall Conference, September 21, 2022
- Presenter, "Current Trends in Health Care Delivery and Stark Law Changes," MoMSP Spring Conference, April 29, 2022
- Presenter, "Equity Funds & Physician Practices," Greater Kansas City MGMA, November 17, 2021

- Presenter, 2021 Virtual Health Care Transactions Program, American Health Law Association, April 14, 2021
- Presenter, "Using Equity Funds to Achieve Health Care Delivery and Financial Goals for Physicians and Medical Practices," American Health Law Association, March 18, 2020
- Co-presenter, "The Shifting Legal Landscape of Telehealth," Midwest MGMA Webinar, October 22, 2020
- Co-presenter, "Emerging from COVID and Beyond … How to Structure a Successful Medical Practice," Midwest MGMA Webinar, June 16, 2020
- Panelist, ″Table of Experts: Health Care Business Trends — What to Expect in 2020,″ Kansas City Business Journal, February 28, 2020
- Presenter, "Emerging Trends in Health Care Delivery, Legal Strategies and Issues," Greater Kansas City Society of Health Attorneys, January 16, 2019
- Presenter, "Legal Implications of Non-Compete Agreements for Physicians and Hospitals," Kansas City Medical Society, October 29, 2018
- Presenter, "Current Legal Developments," Greater Kansas City Medical Group Managers Association, Overland Park, Kansas, February 21, 2018
- Presenter, "Securing Capital & Investing in Accountable Care," ACO Leadership & Strategic Governance Forum, Dallas, TX, September 18, 2017
- Panelist, "A Workshop: Beyond Uncertainty - What's Next in Our Industry," Overland Park, KS, August 1, 2017
- Presenter, "Legal and Organizational Thoughts on the Current Healthcare Landscape," Medical Group Management Association of Greater Kansas City, Leawood, KS, March 10, 2017
- Presenter, "MACRA and MIPS Overview," Professional Association of Healthcare Office Management Event, Colorado Springs, March 9, 2017
- Presenter, "Developments in Health Care Delivery Systems Will Benefit Physicians," AAPC "May Mania", Kansas City, May 12, 2016
- Presenter, "Bundled Payment and Shared Savings Strategies," Soerries Coding and Billing Institute, Kansas City, May 11, 2016
- Presenter, "Healthcare Law - Continuing Education Series for Tax & Legal Professionals," Edward Jones, Kansas City, November 12,

2015

- Presenter, "Legal Issues for Dentists Including Malpractice Insurance Exclusions," Dental Manager Network Society Meeting, September 10, 2015
- Presenter, "Cultivating 'You, Inc.' - A Clearly Defined Voice to Success," Leadership Development Conference CLE, Overland Park, KS, August 21, 2015
- Presenter, Closing Remarks, MGMA-GKC's Annual Education Conference, April 22,2015
- Presenter, "Employment Law: Beyond the Basics IV, Affordable Care Act/Obamacare: What Employers Need to Know," March 24, 2015
- Presenter, "Practice Growth & Financing Strategies, Regulatory Compliance, New Product Lines & ASC's for Expanding your Practice," Las Vegas, February 26 - 27, 2015
- Presenter, "Legal Issues and Compliance Updates for 2015," MGMA-GKC, January 2015
- Presenter, "Legal Issues for Physician Owned Implant Manufacturer Distribution Companies (PODs)," October 24, 2014
- Presenter, "*Navigating through Practice Ownership Models & Strategies for Success,"* GKCMMA, August 20, 2014
- Presenter, "Hospital Acquisition of Independent Physician Offices," Chris Ford of Cretcher Heartland and Enterprise Bank, August 7, 2014
- Presenter, "Believe It Or Not, The ACA Might Be A Lot About Nothing," Annual Food & Hospitality Roundtable, July 23, 2014
- Presenter, "Understanding the Practical Application of the Affordable Care Act, Common Sense Planning Strategies for Covering Employee Health Costs and Why the New Insurance Exchanges Might Not Be the Final Answer," Ethics Conference 2014, April 11, 2014
- Presenter, "Corporate Practice of Medicine and Other Physician Practice Organizational Issues," Kansas Bar Association 2014 Health Law Update, April 11, 2014
- Presenter, "Position Your Practice for the Future: Independent Ownership vs. Hospital Partnership," February 18, 2014
- Presenter, 2014 GKCMMA Yearly Compliance Procedures for the Greater Kansas City Medical Managers Association, January 15, 2014

- Presenter, *"*Healthcare Reform Update - What Employers Need To Know*,"* Kansas Hospital Association State-wide Webinar, July 17, 2013
- Presenter, "Understanding the Practical Application of the Affordable Care Act," *May 17, 2013*
- Presenter, "Miscellaneous Legal Issues," Sunflower (Kansas) Chapter Healthcare Financial Management Association, April 25, 2013
- Presenter, "Health Care Law Update," 2013 Kansas City Metropolitan Bar Association CLE
- Presenter, *"*Health Care Law Update," 2013 University of Missouri-Kansas City CLE
- Presenter*, "*Large-Scale Physician Practices Ease Complicated Regulatory Environment," Medical Development Specialists (MDS) Annual Conference
- Presenter, "Back to the Basics," Greater Kansas City Medical Managers Association
- Presenter, "Legal Issues for Financial Managers/CFOs," HFMA Regional Meeting
- Presenter, "Regulatory Issues and Medicare Compliance," Executive Conference for CEOs and CFOs

Publications

- Author, "Should you sell your practice to an equity fund?" *Physician's Practice,* January 9, 2024
- Author, "Why do medical practices sell to equity funds?" *Medical Economics*, November 8, 2023
- Co-Author, "Private Equity in Health Care: A Growing Trend," Minnesota Physician, July 2021
- Author, "Drawing the Line," *Kansas/Missouri State Line Medical Practice Issues*, Healthy Kansas City, March/April 2019
- Author, "The Future of Healthcare: What Can You Expect?," Healthy Kansas City, January/February 2019
- Quoted, "ACOs: The Next Wave?" Human Resource Executive, August 2017
- Author, "How to 'Share' Space and Equipment with Other Physicians or Hospitals," Missouri Medical Law Review
- Quoted, "Payer Merger Bubble Pops: What it Means for Physicians," *Medical Economics*, April 2017

- Author, "Protecting Your Practice: A Checklist for Office Managers," Missouri Medical Law Report, Winter 2016
- Author, "Strategy for Maximizing Medicare Reimbursement," Medical Law Report, September 2016
- Author, "Want to Sell your Practice? Look Beyond the Hospital," Missouri Lawyers Media, Summer 2016
- Author, "Health Care is Moving Back Under Physician Control," Missouri Lawyers Media, March 2016
- Author, Legal Issues for Physician Owned Implant Manufacturer Distribution Companies (PODs)," October 24, 2014
- Author, "Understanding the Practical Application of the Affordable Care Act, Common Sense Planning Strategies for Covering Employee Health Costs and Why the New Insurance Exchanges Might Not Be the Final Answer," Ethics Conference 2014, April 11, 2014
- Author, "Corporate Practice of Medicine and Other Physician Practice Organizational Issues," Kansas Bar Association 2014 Health Law Update, April 11, 2014
- Author, "Health Insurance Exchanges: A New Beginning or the Start of the End," Heartbeat: Healthcare Financial Management Association, Winter 2013
- Author, "What the Health-Care Decision Means," *Law Week Colorado*, July 2012
- Author, "Accountable Care Organizations - What They Are and What They Can Be," Heartbeat: Healthcare Financial Management Association, Spring 2012
- Author, "Incentive-Based Physician Compensation Strategies," KC MD News, March 2011
- Author, "Health Care Reform: There is Light at the End of the Tunnel," KC MD News, November 2010
- Author, "Health Care Reform Giveth and Taketh Away," Ingram's, September 2010
- Author, "What Health Reform Means to Your Medical Practice's Health Benefits Plan," KC MD News, August 2010
- Author, "Health Care Reform - The Realities," KC MD News, May 2010
- Author, "The RACs Are Coming," KC MD News, March 2010

Client Alerts And Blog Posts

- Provider Relief Funds Reporting Window Extended
  April 14, 2022
- Problematic Health Care Joint Venture Arrangements
  April 22, 2011

In The News

- Medical Economics Features Article by Health & Nonprofit Partner Randal Schultz
  November 8, 2023
- Hospice News Features Partner Randal Schultz: For-Profit or Nonprofit, Hospice is Not a 'Hustle'
  December 2, 2022
- Hospice News Features Randal Schultz on Private Equity Investments in Hospice
  August 3, 2022
- Healthy Kansas City Publishes First Article in a Series by Randal Schultz on the Future of Healthcare
  January 1, 2019
- Health Leaders: Behind the Decision to Block the Anthem-Cigna Merger
  February 16, 2017
- HealthLeaders Media: Randal Schultz Discusses DOJ's Attempt to Block Anthem, Cigna Deal
  October 4, 2016
- The Kansas City Business Journal Quotes Randal Schultz on Pending U.S. Supreme Court Healthcare Ruling
  June 27, 2012
- The Kansas City Business Journal: Randal Schultz Joins Lathrop Gage
  March 6, 2012

News Releases

- Eight Lathrop GPM Attorneys Named Lawyer of the Year, 89 Ranked as The Best Lawyers in America©
  August 17, 2023
- 14 Lathrop GPM LLP Practice Groups and 35 Attorneys Ranked in Chambers USA 2023
  June 1, 2023

- Six Lathrop GPM Attorneys Named Lawyer of the Year, 95 Ranked as The Best Lawyers in America©
  August 18, 2022
- Chambers USA 2022 Names Lathrop GPM a Top Law Firm, Franchise Group Ranked Nationwide
  June 1, 2022
- Seven Lathrop GPM Attorneys Named Lawyer of the Year, 100 Ranked as The Best Lawyers in America©
  August 19, 2021
- Lathrop GPM Attorneys Named to The Best Lawyers in America©, Lawyer of the Year, and Ones to Watch for 2021
  August 20, 2020
- Lathrop GPM Develops COVID-19 Client Response Team
  March 18, 2020
- Best Lawyers in America 2020 Names 72 Lathrop Gage Attorneys; 13 Lawyers of the Year
  August 15, 2019
- Best Lawyers in America Recognizes 70 Lathrop Gage Attorneys
  August 15, 2018
- Best Lawyers in America Recognizes 78 Lathrop Gage Attorneys
  August 15, 2017
- Lathrop Gage Assists in Merger of OB/GYN Practices to Form Mid America Physician Services LLC
  November 1, 2013

Professional Affiliations

- American Bar Association
- Chairman of the Board of Trustees, Loch Lloyd, Missouri

Honors

- *Chambers USA: America's Leading Lawyers for Busines*s, Kansas Corporate/M&A, 2022-2023
- Selected among *The Best Lawyers in America*®, 2018-2024