

Jeanne L. Vance

Shareholder



Sacramento

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EXPERIENCE

Jeanne L. Vance is a shareholder in the Firm's Corporate group, where she focuses her practice on business and regulatory healthcare law.

Jeanne provides outside counsel regulatory support to implement large-scale corporate reorganizations, name and branding changes, and change of control transactions for California-based healthcare providers. In this capacity, she has advised revenue cycle teams regarding the interplay between corporate business structure, licensing/enrollment file content and process, and claim form content. Jeanne advises and designs cutover plans affecting each of these areas in a way that minimizes lost revenue and cash flow disruption during implementation.

Jeanne is a seasoned healthcare transactional attorney for private companies, private equity investors, and other healthcare consolidators. Her services include healthcare licensing and government payor enrollment in support of transactional attorneys who do not offer or maintain this expertise in California. This experience includes both mergers and acquisitions as well as structuring new businesses to achieve the business and regulatory needs of healthcare provider clients.

Jeanne drafts services agreements as needed to support healthcare operations, including professional services agreements, agreements implementing friendly professional corporation models, hospital-based physician contracts, management agreements, medical director agreements, and various other contracts for services.

Jeanne provides Medicare enrollment assistance to reinstate billing privileges by filing for Corrective Action Plans, requests for reconsideration, and enrollment appeals. She has expertise in California medical foundation enrollment matters. She is currently the Chair of the Regulation, Accreditation & Payment Practice Group of the American Health Law Association ("AHLA") and

PRACTICE AREAS

Corporate
Corporate Governance
Emerging Companies and
Venture Capital
Healthcare
Healthcare Capital
Formation, Business Start-
up, and Private Equity
Healthcare Compliance and
Operations
Healthcare Litigation Strategy
Healthcare Mergers &
Acquisitions
Healthcare Nonprofit
Organizations
Healthcare Regulation
Hospital/Physician and Other
Joint Ventures
Mergers & Acquisitions

BAR ADMISSIONS

California
Hawaii

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EDUCATION

J.D., University of California,
Hastings College of the Law,
1994

B.A., Mills College, Oakland,
1991

was the founding chair of the AHLA Accreditation, Certification and Enrollment Affinity Group from 2012-2015.

Jeanne has overseen change of ownerships and related filings for healthcare regulatory entitlements for hospitals, home health agencies, licensed clinics, licensed ambulatory surgery centers, durable medical equipment suppliers, adult day health facilities, skilled nursing facilities, residential care facilities for the elderly, pharmacies and pharmacy wholesalers, as well as non-facility Medicare enrollments and non-facility Medi-Cal enrollments. She has provided expert witness testimony on health care licensing and provider enrollment matters.

Jeanne is licensed to practice in both California and Hawaii. She has published and lectured on provider enrollment and other health law topics.

Jeanne graduated from Mills College with a Bachelor of Arts Degree in Communications in 1991 and received her Juris Doctor from the University of California, Hastings College of the Law, in 1994. In 2003, she joined healthcare and business law firm Salem & Green, which merged with and into Weintraub in 2022. She is a marathoner, a skier, and a knitter.

Her experience includes:

- Advice on emerging provider types and treatment models for behavioral health, including inpatient facilities (psychiatric hospitals, group homes with inpatient treatment components), psychiatric groups, therapists, and telehealth providers.
- Counseling regarding regulatory developments surrounding the COVID-19 health emergency— testing and treatment payment, regulatory waivers, and economic relief to healthcare providers.
- Counseling and assistance with Medicare certification issues including enforcement issues for co-located hospitals and off-campus provider-based hospital locations.
- Licensing of all healthcare provider types (including licensing of newly-constructed hospitals, facility relocations and consolidations).
- Healthcare regulatory and compliance counseling (including reimbursement/payment issues).

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- Analysis of other state law healthcare issues such as the corporate practice of medicine and healthcare practitioner scope of practice.
- Legal support to legislative advocates in the healthcare industry.
- Scope of practice and payment issues for the use of mid-level practitioners.

AFFILIATIONS & AWARDS

American Health Lawyers Association

Chair of the Regulation, Accreditation and Payment Practice Group

Vice Chair of the Regulation, Accreditation and Payment Practice Group

Founding Chair of the Accreditation, Certification and Enrollment Affinity Group (2012-2015)

California Society of Healthcare Attorneys

Member

American Association of University Women Tahoe Nevada

Member

State Bar of California, Health Law Committee of the Business Law Section

Former Member

Sacramento County Bar Association, Health Law Section

Past President

Awards

Sacramento Magazine's Top Lawyers List, 2016, 2017, 2019 – 2022 – Health Care

Northern California Super Lawyers, 2020 – 2022

American Health Lawyers Association's Regulation, Accreditation and Payment Practice Group

"Volunteer of the Year" Award, 2012, 2013

AV Preeminent[®] Rating by Martindale-Hubbell[®]