



## Jeana M. Singleton

Member



Jeana Singleton has a national healthcare law practice focusing on healthcare operational matters, including state and federal regulatory compliance, healthcare transactions, healthcare policy, public health initiatives, corporate law, and business-legal strategy.

Jeana's depth of experience on a wide range of healthcare matters provides the knowledge and skill necessary to help her clients navigate complex legal issues in a highly complex industry on matters that impact their business performance. Jeana is licensed in Ohio, Michigan and Tennessee.

### Contact Information

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### Education

**The University of Akron School of Law**, J.D.

**Miami University**, Bachelor of Music, summa cum laude

Hear Jeana's take on what it means to be an advocate for clients:

### Overview

Jeana's work focuses on many different areas such as:

- Advanced practice provider practice rules
- Outside general counsel services
- Creating compliance programs and training sessions
- Performing compliance risk assessments
- Assisting in responses to government investigations
- Providing guidance on compliance complaints
- Fraud and abuse laws
- HIPAA privacy and security laws
- Privacy and security agreements for data sharing arrangements
- Gainsharing
- Value-based reimbursement
- Point of service reimbursement contracting
- Direct contracting between employers and providers

- Drafting and reviewing employment agreement and professional services agreements
- General corporate matters
- Mergers and acquisitions
- Joint venture structural analysis
- Practice and other business start-ups
- Practice and other business expansions
- Integrated medicine
- Regenerative medicine
- Concierge medicine
- 340B discount drug program rules
- MSOs, IPAs and management agreements
- Technology in medicine including telemedicine and medical devices
- Population health initiatives
- Health policy changes
- Provider professional board licensure and medical staff disciplinary actions
- Medicare and Medicaid conditions of participation, provider enrollment, and reimbursement rules

Jeana has a special interest in the expanding role of advanced practice providers, the growth of consumer-driven health practices, and transformative strategies to find efficiencies and cost-savings in the healthcare industry.

Her clients include a variety of healthcare providers and organizations, including physicians, advanced practice providers, healthcare practices, hospitals, certified HUBs, community health worker (“CHW”) training programs, public health initiatives, pharmacies, labs, medical device companies, management service organizations, and more.

Jeana regularly presents on a wide variety of healthcare legal-operational topics such as provider-stakeholder alignment strategies, compliance, employment contracts, regulatory issues and guidelines, revenue cycles and other related subjects that are redefining healthcare and how it is managed. Staying relevant in a transforming industry is key to sustainability and the value that Jeana offers.

## Courts & Bar Associations

- Ohio Bar (2005)
- Michigan Bar (2014)
- Tennessee Bar (2024)
- Northern District of Ohio (2005)
- American Health Lawyers Association
- American Bar Association
- Ohio State Bar Association
- Akron Bar Association
- Akron Bar Foundation – Fellow since 2012

## Representative Matters

- Obtained primary care provider recognition and the ability to be directly credentialed and contracted for APRNs with numerous third-party payers
- Assisted in reducing legal, regulatory, and business practice barriers for Ohio APRNs as counsel for a large state trade association
- Structured alignment strategies between hematology-oncology providers and 340B covered entities to provide cancer care for underserved patient populations
- Developed gainsharing program resulting in over \$1.5 Million in savings for a hospital orthopedic department
- Created value-based care initiative between primary care providers and commercial insurance company

- Advised clients in the creation of numerous telemedicine practices and concierge medicine practices
- Served as lead attorney on numerous health care transactional matters, including mergers, acquisitions, divestitures, and joint ventures
- Designed, drafted, and implemented corporate compliance policies for a variety of healthcare providers, including hospitals, physician practices, APRN-owned practices, laboratories, and pharmacies
- Structured physician opportunities in medical device and technology ventures in compliance with applicable healthcare regulations
- Drafted legal opinions, policies and procedures to ensure compliance with federal and state health care fraud and abuse laws, including federal Stark and state self-referral laws; federal and state anti-kickback laws; The Eliminating Kickbacks in Recovery Act (EKRA); HIPAA and state privacy laws; federal tax exempt laws; and industry best practices
- Provide outside general counsel services to a variety of healthcare providers and businesses
- Structured numerous practice start-up businesses for physicians and nurse practitioners
- Creation of management services organization (MSO) resulting in multi-million dollars in annual cost-savings for women's health providers
- Structured physician-friendly practice models in compliance with state corporate practice of medicine restrictions

## Professional Honors & Awards

- The Best Lawyers in America<sup>®</sup>, Employment Law - Management (2024)
- Crain's Cleveland 2022 Notables In Law
- 2021 Advocate of the Year Award, Ohio Association of Advanced Practice Nurses
- 2018 ATHENA Akron Award, Akron Women Leaders New to their Position
- 2016 "Woman of Professional Excellence" Award Recipient, Women's Network of Northeast Ohio
- 2013-2014 Leadership Akron
- 2013-2014 Greater Akron Chamber Relocation Guide (cover story)
- 2013 "Attorney of the Year" Award Recipient, Brennan Manna & Diamond
- 2011 "30 for the Future" Award Recipient, Greater Akron Chamber of Commerce
- 2011 "President's Award" Recipient, Junior League of Akron
- NEOTropolis, appeared as regional PBS television legal analyst (August 2010 and March 2011)
- Past Director of the Summer Assoc. Program for Brennan, Manna & Diamond, LLC
- 2009 Rising Star in the Ohio Super Lawyers Magazine
- June 2009 issue of Inside Business magazine - one of 15 attorneys under the age of 40 who are making a difference in their communities
- 2009 Nurse Practitioner Advocate of the Year Award (awarded by the Ohio Association of Advanced Practice Nurses)

## Professional & Civic Affiliations

- American Cancer Society (Northeast Ohio) – Executive Leadership Committee for Making Strides Against Breast Cancer, Co-Chair (2021-Present)
- Holy Martyrs Catholic Church – Piano and organ substitute musician (2022-Present)
- Goodwill Industries of Summit, Portage, Medina, Ashland and Richland Counties – Board Member (2019-Present)
- Greater Akron Musical Association (Akron Symphony, Youth Symphony and Symphony Chorus) – Board Member (2008 – 2015; 2018-Present)
- Diocese of Cleveland Catholic Charities – Pro bono legal services for refugee immigration services (2021)
- St. Francis Xavier Catholic Church – Piano and organ accompanist (2018-2022)
- American Heart Association
  - "Go Red for Women" Campaign (Akron Area) – Executive Leadership Team (2014-2015)

- Leadership Akron – Class of 2013

## Presentations & Publications

- “Top Legal Issues for Ohio APRNs” – Ohio Association of Advanced Practice Nurses, Annual Statewide Meeting (Columbus, Ohio) (October 21, 2022)
- “APRNs and the X Waiver: State and Federal Legal/Policy Updates” – APRNs Call to Action conference – The Center for Health Affairs and Ursuline University (Cleveland, Ohio) (September 27, 2022)
- “Healthcare Fraud and Abuse Laws and How to Stay Compliant” – Brennan Manna & Diamond and Flannery Georgalis - Live Webinar (September 16, 2022)
- “Patient No Shows and Reducing Risk” – Healthcare Training Leader – Live Webinar (April 21, 2022)
- “Private Equity in Healthcare” – American Alliance of Orthopedic Executives – Live Webinar (March 3, 2022)
- “Strategic Partnerships” and “Service Line Partners and Myth Busters” – Ambulatory Healthcare Innovations Summit (Lake Nona, Florida) (February 10, 2022)
- “Ohio APRN Law Update 2022” – Annual Conference for American College of Nurse Midwives – Ohio Chapter (Newark, Ohio) (February 5, 2022)
- “The Compliance Guy with Jeana Singleton - Advanced Practitioner Billing, Data Mining by UPICS, CERT, RAC, MAC, and OIG” – Live Podcast (December 9, 2021)
- “CMS Omnibus COVID-19 Health Care Staff Vaccination Interim Final Rule v. OSHA’s Emergency Temporary Standards” – Webinar; American Association of Orthopedic Executives (November 16, 2021)
- “Ask Us Anything” – Annual Conference for American Association of Orthopedic Executives (Dallas, TX) (October 31, 2021)
- “Ohio APRN - Law Update 2021” – Annual Conference for Ohio Association of Advanced Practice Nurses (Columbus, OH) (October 22, 2021)
- “APRN Frequently Asked Questions” – Annual Conference for Ohio Association of Advanced Practice Nurses (Columbus, OH) (October 22, 2021)
- The Top Compliance Headlines from the Past Year” – Webinar; SkillAcquire (July 15, 2021)
- “Information Blocking: The Final Rule” – BMD Webinar (March 11, 2021)
- “Customer Service and Patient Engagement” – Webinar; AAOE-AOC National Residency Curriculum (March 10, 2021)
- “2021 Stark Law and Anti-Kickback Statute Update” – Webinar; American Association of Orthopedic Executives (March 9, 2021)
- “Ask the Experts: PPP and PRF Reporting” – Webinar; American Association of Orthopedic Executives (January 21, 2021)
- [Top Legal Developments Affecting Medical Staff Services in 2021 and Beyond](#), Precheck (December 29, 2020)
- [Telehealth Compliance Audits](#), Healthcare Training Leader, Webinar (November 4, 2020)
- [The Legal Conundrum of Violence Against Nurses; How to Avoid Legal Pitfalls While Protection Yourself](#), Nursing One, Webinar (October 7, 2020)
- [APPs and Incident to Billing Compliance](#), National Society of Certified Health Care Business Consultants, Webinar (August 19, 2020)
- BMD Client Alert: [President Trump Signs Executive Order that Enables Access to Affordable Meds](#)(July 29, 2020)
- [Implement New DOJ Compliance Rules to Avoid Massive Penalties](#), Healthcare Training Leader, Webinar (July 9, 2020)
- [Ask the Expert](#), American Alliance of Orthopaedic Executives, Webinar Series (June 2020 – Present)
- BMD Client Alert: [DOJ Updates Corporate Compliance Plan Guidance](#)(June 18, 2020)
- [Business of Medicine Symposium](#), Kettering Health Network, Webinar (May 29, 2020)
- [For Every Action There is a Reaction: The Risks and Rewards of Patient Satisfaction](#), American Alliance of Orthopaedic Executives, Webinar (May 3, 2020)
- [CARES Act Funding Arrives, But Now What?](#)– American Association of Orthopaedic Executives, Blog (April 22, 2020)
- BMD Client Alert: [Healthcare Providers – Comparison of New OIG Waivers and Flexibilities under Anti-Kickback Statute in Response to COVID-19](#)(April 21, 2020)

- BMD Client Alert: [CMS Offers New Stark Waivers and More Flexibility to Health Care Providers Due to COVID-19](#)(April 2, 2020)
- BMD Client Alert: [Nation's First Conviction Under EKRA](#)(March 3, 2020)
- *Ohio APRN Acute and Chronic Pain Prescribing Rules*, Ohio Association of Advanced Practice Nurses, Columbus, Ohio (October 25, 2019)
- *The Most Pressing Issues Impacting Orthopedic Practice – Anti-Kickback Statute, Stark Law, False Claims; Post Audit Extrapolation and Sampling Methodologies*, American Alliance of Orthopaedic Executives, Washington D.C. (September 9, 2019)
- *Reducing Compliance Risks Through Risk Assessments*, American Alliance of Orthopaedic Executives, Washington D.C. (September 9, 2019)
- *Incident-To Guidelines: Using Non-Physician Practitioners Correctly in Orthopedics*, American Alliance of Orthopaedic Executives, Washington D.C. (September 9, 2019)
- *Blockchain in Healthcare*, Upper Midwest Telehealth Resource Center Annual Conference, South Bend, Indiana (July 23, 2019)
- *Orthopedic Resident Business Symposium*, Dayton, Ohio (May 31, 2019)
- *Pathways to Increasing Reimbursement*, American Alliance of Orthopaedic Executives, Nashville, Tennessee (May 7-8, 2019)
- *2018 APRN Legal and Legislative Update*, Ohio Hospital Association, Columbus, Ohio (June 5, 2018)
- *Sex, Scandals, and You: Social Media in Healthcare*, Leading Eyecare Executives Forum, Houston, Texas (April 27, 2018)
- *Hot Topics in Health Care*, Leading Eyecare Executives Forum, Houston, Texas (April 26, 2018)
- *APRN Ohio Law and Legislation Update*, Geriatric Advanced Practice Nurse Association, Akron, Ohio (April 14, 2018)
- *Medical Records 101*, Lake Health, Concord, Ohio (March 14, 2018)
- *Private Practice v. Hospital Employment*, Grandview Orthopedic Department Journal Club, Dayton, Ohio (February 27, 2018)
- *Ohio APRN Law Update*, Ohio Hospital Association, Columbus, Ohio (June 12, 2017)
- *Family Nurse Practitioner Interprofessional Panel*, Walsh University (May 16, 2019; May 10, 2018; May 2, 2017)
- APRN Law 101, Presented to over 20 APRN university classes over the past five years
- *NP Transition to Practice: APRN Law 101*, Northeast Ohio Nurse Practitioner, Independence, Ohio (January 28, 2017)
- *Social Media and Your License*, Ohio Association of Occupational Health Nurses, Columbus, Ohio (November 4, 2016)
- *Advanced Directives for Psychiatric Patients*, presented at Diocese of Cleveland Catholic Charities Staff Development Conference in Cleveland, Ohio (October 21, 2016)
- *2016 APRN Law Update*, presented at the Akron General Medical Center APRN Symposium in Akron, Ohio (September 23, 2016); Akron Children's Hospital APRN/PA Pediatric Pharmacology Conference (September 23, 2016)
- *CRNA Health Law 101*, presented at the University of Akron CRNA Program (July 21, 2016)
- *APRN Legal and Legislative Update 2016*, presented at Ohio Hospital Association Annual Conference in Columbus, Ohio (June 13, 2016)
- *Navigating APRN Legal Pitfalls*, presented at Ursuline College in Pepper Pike, Ohio (June 13, 2016 and May 23, 2016)
- *Hot Topics in Ophthalmology*, presented at Leading Eye Care Executive Forum (LEEF) Spring Meeting in Las Vegas, NV (March 9, 2016)
- *Facebook, Twitter and Instagram, oh my! How to ensure HIPAA compliance in an era of rapidly developing social media*, presented at Ohio Association of Community Health Centers Annual Conference in Columbus, Ohio (March 2, 2016)
- *Avoiding Legal Pitfalls for Ohio Nurses*, presented at Cleveland Clinic's Ambulatory Nursing Conference in Beachwood, Ohio (February 26, 2016)
- *APRN/PA Legislation – Find Out What This Means for Your Practice and Providers Alike*, webinar for the Ohio Association of Community Health Centers (November 24, 2015)
- *Having It All: Leaning in and Creating a Work-Life Balance*, presented at American Conference Institute's Women Leaders in Healthcare Law Conference in Washington, D.C. (September 28, 2015)

- *2015 Ohio APRN Law Update*, presented at Akron Children's Hospital APRN/PA Pediatric Pharmacology Conference in Akron, Ohio (September 25, 2015)
- *Physician Employment Contracts 101*, presented to over nine healthcare institutions physician residency programs and organizations over the past five years.
- *Navigating APRN Legal Pitfalls*, presented at Ursuline College Advanced Practice Nurse Program in Westerville, Ohio (June 1, 2015)
- *APRN Employment Contracts and Legal Strategies 101*, presented at Ursuline College Advanced Practice Nurse Program in Pepper Pike, Ohio (April 27, 2015); Otterbein University Advanced Practice Nurse Program in Westerville, Ohio (April 16, 2015); Kent State University Advanced Practice Nurse Program in Kent, Ohio (January 28, 2015)
- *Legal Considerations for Nurse Practitioners in Free Clinics*, presented at the Ohio Association of Free Clinics Annual Conference in Columbus, Ohio (October 14, 2014)
- *Dollars and Sense: Top Business and Legal Strategies for Orthopedics*, presented at American Association of Orthopaedic Executives Annual Conference in Washington, D.C. (June 1, 2014)
- *The Legal Pitfalls of Social Media*, presented at Cleveland Clinic Perioperative Nurse Conference (April 5, 2014), Cleveland Clinic Ambulatory Nursing Conference (March 1, 2014), Cleveland Clinic Medical-Surgical Nurse Education Symposium (October 3, 2013), Fairview Hospital (April 12, 2013 and June 3, 2012), the Annual Conference for the Ohio Association of Community Health Centers in Columbus, Ohio (March 6, 2013), and Northeast Ohio Nurse Initiative (NEONI) in Cleveland, Ohio (June 14, 2012)
- *Payor Audits and Reimbursement Appeals*, presented at Northeast Ohio Chiropractic Association in Stow, Ohio (April 18, 2013).
- *Revenue Enhancement through Secondary Income Strategies*, presented at the Post- Graduate Seminar Conference for the American Osteopathic Academy of Orthopedics in White Sulphur Springs, West Virginia (May 4, 2012)
- *The Light at the End of the Tunnel: Employment and Recruitment Contracts for Residents and Follows*, presented at the Post-Graduate Seminar Conference for the American Osteopathic Academy of Orthopedics in White Sulphur Springs, West Virginia (May 4, 2012)
- *Medical Records 101*, presented at Lake Health in Painesville, Ohio (March 28, 2012)
- *Emerging Business-Legal Strategies in Healthcare*, presented at the Spring Conference for the Michigan Medical Group Management Association (MGMA) in Mount Pleasant, Michigan (March 22, 2012)
- *Medical Records in Ohio*, presented for Lorman Educational Services (April 9, 2013 in Cincinnati, Ohio; March 15, 2013 in Independence, Ohio; February 1, 2013 in Akron, Ohio; August 16, 2012 in Columbus, Ohio; March 15, 2012 in Independence, Ohio; February 2, 2012 in Akron, Ohio)
- *Practice Management Seminar*, presented for Centers for Osteopathic Research and Education (CORE) in Dayton, Ohio (March 9, 2012)
- *Health Care Law & You: Regulatory Mazes, Employment Dilemmas, and Today's Business Strategies*
- *Independent Practice and Hospital Employment: Risks, Rewards, and Alignment Strategies* presented for Lake County/Geauga County Medical Societies (June 20, 2012)
- *Healthcare Law and Business-Legal Strategies for Nurse Practitioners 101*, presented in Louisville, KY (February 11, 2012)
- *NP Reimbursement Update: Strategies, Successes, and Developments*, presented at the Annual Conference for the American Academy of Nurse Practitioners Multi-State Reimbursement Alliance (November 18, 2011)
- *Maintaining an Independent Orthopedic Surgery Practice*, presented at the Annual Conference for the American Osteopathic Academy of Orthopedics in Chicago, IL (October 22, 2011)
- Harned, Sandrock, and Singleton. *The Impact of Health Care Reform on Employers*. Aspatore Publishers (2011)
- Feuer and Singleton. *The Law Enforcement Exception to the Health Information Privacy and Accountability Act of 1996 (HIPAA)*. Roll Call (Newsletter for the Florida Police Benevolent Association) (June 2011)
- *Restructure, Reorganize, Reform: What every business owner needs to know about the Patient Protection and Affordable Care Act*, presented at Akron Bar Association (July 30, 2010), Lake County Medical Society (May 26, 2010), Bonita Springs, FL Chamber of Commerce (May 21, 2010)
- *Credentialing and Sustainability in the Primary Care Setting*, presented at the Annual Conference for the National

## Practice Areas

Business & Corporate Law

Employment / Labor Law

Healthcare & Hospital Law

Litigation

Privacy and HIPAA Compliance; Data Breaches

Licensure, Accreditation and Certification of Facilities

Licensure and Certification of Practitioners

Corporate Structure, Governance, and Health Care Transactions

Medical Staff Governance

Healthcare Reform Compliance and Strategies

Provider Relations, Audits, Appeals and Negotiations Unit (PRAAN)

Fraud and Abuse Compliance; Stark Law, the Anti-Kickback Statute

Government Affairs, Public Law & Lobbying

General Counsel / Risk Management

Healthcare Litigation

Contact Jeana Today!