

NEWS RELEASES

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## Industries

Education  
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# Seminar Series Aims to Improve Physicians' Negotiation Skills

Hal Katz, partner in Husch Blackwell's Healthcare, Life Sciences & Education industry group, kicked off a seminar series for the Texas Medical Association today entitled "Take Back the Power: Payer Contract Negotiations" in Houston.

The seminar series, which will travel to six Texas cities through June 21, is designed to help physicians in all medical specialties sharpen their negotiation skills and give them insight into the "nuts and bolts" of payer contracts.

Katz, based in the firm's Austin office, is a nationally-recognized lawyer in the healthcare industry, routinely representing both established companies and start-ups in a variety of corporate and transactional matters, including the formation, sale, acquisition and operation of hospitals, surgery centers, medical practices, and technology companies. Leading legal directories, including *Chambers USA* and *Best Lawyers in America*, have ranked Katz for over a decade as being among the top healthcare lawyers in the country. Katz serves as secretary of the Health Law Section of the American Bar Association and vice-chair of the Health Law Section of the State Bar of Texas.