

Healthcare Mediation Services from Reardon Consulting...

We facilitate solutions...

WHY MEDIATION SERVICES?

If you have a dispute between a physician and a hospital, neither one wants to alienate the other, but they do want to resolve their dispute. So it makes a lot of sense to use a trained alternative dispute resolution provider to get it done confidentially and quickly, and then move on with their relationship.

OUR MEDIATION SERVICES

Our Mediation Service offers a competent, AHLA trained dispute resolver with expertise in key areas of healthcare services for a single, reasonably priced fixed fee-for-service. The service provides unique flexibility: parties have to agree on procedural questions and fee payment *before* the resolution process begins.

WHAT IS THE MEDIATOR'S OBJECTIVE?

The mediator's objective is to establish an atmosphere favorable to negotiation and to the development of a will to settle the dispute. The mediator attempts to:

- o Act as a facilitator to keep the discussion moving,
- o Open communication channels,
- o Translate and transmit information,
- o Distinguish positions from interests,
- o Create options, and
- o Act as an agent of reality.



OUR SPECIALIZATION IS IN THE ACUTE CARE ARENA

- o Joint Venture Agreements
- o Physician / Hospital Disputes
- o Employment Matters
- o Compensation Disputes
- o Call Coverage Matters
- o Medical Staff / Governing Board Issues

WHY CHOOSE US?

Greg Reardon holds a Certificate in Mediator Training from The American Health Lawyer's Association. Greg's biographical profile (see separate enclosure) includes a Gubernatorial appointment to the PA State Board of Accountants Advisory Committee under former Governor Thornburgh, having served as past chairman of the Audit Committee and current chairman of the Compensation Committee for a public company with over 1.3 billion in assets, serving as a National healthcare instructor for the National Association of Certified Valuation Analysts (NACVA) Consultant's Training Institutes and past President of Cecil Kent Health Services (CKHS), a rural medical center serving Maryland's Eastern Shore. These experiential roles coupled with his mediation training uniquely qualify him to assist with dispute resolution in the areas cited above.

WHAT IS THE PURPOSE OF MEDIATION?

Mediation decreases the hostility that might result from potential litigation. The purpose is neither to judge guilt or innocence, nor to decide who is right or wrong. Rather, its goal is to give the parties the opportunity to:

- 1) vent and diffuse feelings in a controlled environment
- 2) clear-up misunderstandings
- 3) determine underlying interests or concerns
- 4) find areas of agreement, and, ultimately,
- 5) incorporate these areas into solutions devised by the parties themselves.

WHAT IS THE MEDIATOR'S AUTHORITY?

A mediator-unlike a judge, a hearing examiner, or an arbitrator-has no legal power to render a judgment or award. Rather, a mediator is a neutral third party who helps the parties talk out their problems, unrestrained by evidentiary rules. As such he can help the parties to focus more on the true basis of their dispute and on future remedies rather than on punishment, revenge, or responsibility for past events.

Contact Information:

Main Office

The Reardon Group of Companies
27 Regency Plaza ❖ 871 Baltimore Pike
Glen Mills, PA 19342
Phone: 610.459.9300
DE Phone: 302.656.5530
FAX: 610.459.5122

E-Mail: trg@thereardongroup.com

Visit our Web Site:

www.thereardongroup.com



Trademark

