

# James A. Saling

*Partner*

New York Office

+1.212.940.6528

[james.saling@katten.com](mailto:james.saling@katten.com)



# James A. Saling

*Partner*

---

## Practices

FOCUS: Health Care  
Corporate  
Health Care Regulatory and Compliance  
Health Care Services Private Equity  
Health Care Tax Exempt  
Health Care Transactions  
Mergers and Acquisitions  
Private Equity

## Industries

Clinical Integration and Managed Care  
Medicare/Medicaid Reimbursement

## Education

JD, Georgetown University Law Center  
LLM (Taxation), Georgetown University Law Center  
BA, University of Arkansas

## Bar Admissions

Florida  
Tennessee  
New York

## Community Involvements

American Health Law Association (AHLA)  
Florida Bar Association

Clients across the health care industry trust James Saling to provide counsel on their most significant transactional and regulatory matters. He regularly advises medical and dental practices and their related management companies, hospitals, health systems, ambulatory surgery centers, and other outpatient service providers.

## Perceptive counsel anticipates and addresses regulatory hurdles to achieve strategic objectives

Working closely with clients, James leverages his extensive health care experience to anticipate, address and overcome potential compliance or commercial obstacles to close deals. Adept at navigating the nuances of health care laws, James routinely negotiates joint ventures between health care providers, develops integrated delivery systems, and structures incentive compensation arrangements. He is especially skilled in matters involving the Anti-Kickback Statute and the Stark Law, Medicare certification and reimbursement, state licensure regulations, and the corporate practice of medicine and dentistry.

James has served as lead counsel to large private equity firms in their transactions with specialty medical practices and facilities. James's transactional experience includes specialty medical practices, dental and endodontic practices, treatment facilities, pain clinics, urgent care centers, hospitals, ambulatory surgery centers, pharmacies and independent diagnostic testing facilities.

## Representative Experience

---

- Seller's counsel on the sale of a California endodontic practice to a strategic purchaser.\*
- Seller's counsel on the sale of a multi-state podiatry practice to a private equity backed practice management company.\*
- Lead counsel on numerous private equity add-on acquisitions to its

# James A. Saling

Partner

---

gastroenterology practice portfolio company.\*

- Lead counsel on numerous private equity add-on acquisitions to its women's health practice portfolio company.\*
- Regulatory counsel on a private equity acquisition of a dental practice management company.\*
- Lead counsel to a national health care company in numerous acquisitions of Florida pain clinics.\*
- Regulatory counsel to a private equity client in its acquisition of an eating disorder treatment facility.\*
- Corporate and regulatory counsel in the establishment of renal care joint ventures.\*
- Lead counsel on the acquisition of a New York ambulatory surgery center.\*
- Lead counsel on a Florida hospital's acquisition of a vascular surgery practice.\*
- Lead counsel in establishing a "super group" of physicians and its relationships with a management service organization, pharmaceutical group purchasing organization and infusion pharmacy management company.\*
- Obtained Florida health care clinic licensure for an advanced urgent care center in the face of intense scrutiny by the Florida Agency for Health Care Administration.\*
- Lead counsel on the acquisition of an ophthalmology physician practice in New Jersey.\*
- Corporate and regulatory counsel to an insurance company in its acquisition of a large multispecialty physician practice.\*

\*Experience prior to Katten

# James A. Saling

*Partner*

---

## Recognitions

---

*Recognized or listed in the following:*

- AHLA Pro Bono Champion
  - 2014, 2015

## News

---

- Katten Adds James Saling to Health Care Transactions Group in New York (April 25, 2022)