

WHO'S WHO | in Women in Professional Services

By **LISA MORRIS JOSEFAK**

**CLAUDIA
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*The Greenberg, Dresevic, Hinrichsen,
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Claudia Hinrichsen, Esq. is a partner at The Greenberg, Dresevic, Hinrichsen, Iwrey, Kalmowitz, La Salle, Lebow & Pendleton Law Group, a Division of The Health Law Partners, PC in Lake Success.

Hinrichsen represents all forms of healthcare providers and suppliers, including hospitals, physician groups, physician/hospital organizations and independent practice associations (IPAs, PHOs), and diagnostic and treatment centers. She has addressed a broad array of matters related to such clients, including fraud and abuse, corporate compliance, transactional arrangements, patient-related legal issues, and HIPAA compliance.

Additionally, Hinrichsen devotes a great deal of time representing clients in all aspects of managed care including IPA network formation and corporate governance; negotiation and dispute resolution with respect to managed care

contract issues; payor audits; and in pursuing managed care companies for underpayments owed to health care providers.

The Greenberg, Dresevic, Hinrichsen, Iwrey, Kalmowitz, La Salle, Lebow & Pendleton Law Group seeks to create an environment where individuals can excel and achieve their professional goals without gender restraints, Hinrichsen said.

"We are somewhat unique in that our law firm president is a woman and a majority of the firm leadership is female," she said. "We recognize that professionals, during their tenure, have varying needs and routinely are balancing work life with other aspects of their life."

The law firm is not a large, ridged corporation and has the ability to design innovative and creative approaches to accommodate its staff needs, Hinrichsen noted.



"We have one female member of the firm who works remotely from a different state," she said. "A number of our women professionals structure their work schedules with a flex-time approach – some start early and leave early. Others prefer to begin their workday a bit later and then they stay later. We also have flexible approaches for the men to enable them to partake in family needs – paternity leave, flexible work schedules or working from home."

"Another element of flexibility that we employ is to equip all attorneys with firm laptops so that they are able to work from home or other locations out of the office as they need to," she said.

The firm strongly supports a mentoring approach, Hinrichsen said.

"The goal of the senior attorneys is to guide the more junior attorneys, male and female, in their path toward career advancement," she noted. "A mentor of mine said many years ago, and I have always ascribed to this philosophy, 'the mark of a true mentor is to help your mentee achieve heights even beyond those you have achieved.'"

Hinrichsen has authored numerous

publications on various health law topics, including HIPAA, corporate compliance and health care fraud and abuse, and frequently lectures on health care fraud and abuse, HIPAA compliance, and managed care issues before hospitals, medical groups, and state and regional professional associations.

Hinrichsen is an adjunct professor at Hofstra University's Zarb School of Business, lecturing on business and health law topics.

Hinrichsen earned a bachelor's degree, magna cum laude, from SUNY Geneseo and earned a juris doctor from Hofstra Law School with distinction. She was named as one of the top health care attorneys in the United States for 2009 by Chambers Association. Hinrichsen was also selected as a "Super Lawyer" in 2011, a distinction earned by only five percent of the lawyers in the New York metro area.

The Greenberg, Dresevic, Hinrichsen, Iwrey, Kalmowitz, La Salle, Lebow & Pendleton Law Group is a division of The Health Law Partners, PC and is comprised of a group of prominent healthcare attorneys with a focused commitment on the unique needs of health care providers and industry investors. The firm currently has 18 attorneys practicing out of offices in New York City; Lake Success, Long Island; Southfield, Michigan; and Atlanta, Georgia. The firm's healthcare client portfolio covers the spectrum, from major metropolitan health systems, to group practices and sole practitioners.

With partners having decades of experience in the healthcare arena the firm is able to provide insightful legal services to its clients in the healthcare industry and those who invest in the healthcare industry. The firm is able to counsel clients on a wide variety of healthcare industry issues, including provider network formation, managed care contracting, regulatory issues, licensure & staff privilege matters, healthcare investigations and litigation, IPA's and ACO's, healthcare contractual, corporate & transactional matters, compliance & HIPAA, physician group practice ancillary services integration and contractual joint ventures, among many others.