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Real Estate Strategy and Its Impact on the Physician Experience

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PANELISTS



Collin Hart, MBA

CEO & Managing Director, ERE Healthcare Real Estate Advisors

Collin Hart is the CEO of ERE Healthcare Real Estate Advisors (ERE) where he leads the company's strategy to provide executive level advisory to owners of healthcare real estate.

While many real estate firms take a commoditized, transactional, or short-sighted approach to real estate, Collin's focus and vision for ERE penetrate the surface, identifying the needs and objectives of our clients. Taking a long-term approach to real estate advisory, Collin has developed a culture of deep relationships, creating trusting partnerships with his firm's clients.

Before co-founding ERE, Collin was a Director in the real estate division of a private investment banking firm where he focused on advising physician partnerships and hospital systems on their real estate strategy. Prior to his sell-side experience, Collin worked as a principal, sourcing, structuring, and executing real estate acquisitions on behalf of a family office, then a private REIT.

Leveraging well over \$1B in transactional experience, combined with buy and sell-side roles, Collin and his team provide unique and unrivaled advisory to physicians, health systems, and private equity backed MSO's as relates to their real estate matters. With an exclusive focus in the world of healthcare, ERE is well positioned to navigate nuanced transaction structures and create exceptional results for their clients.

PANELISTS



Darren M. Lizzack, MSRE
Vice President, NAI James E. Hanson, Team Lizzack-Horning

Since partnering with NAI James E. Hanson in 2000, Darren has actively represented clients in the leasing, acquisition and disposition of office, healthcare, and investment sales.

Leveraging a 21+ year career and exceptional knowledge of commercial real estate, Darren advises landlords, tenants, healthcare professionals, and investors to ensure they make informed real estate decisions. A background in finance, economics, real estate investment and development coupled with an extensive network of other highly skilled real estate professionals has given Darren access to a diverse pool of real estate resources.

His greatest assets—integrity and a desire to succeed on behalf of his clients—gives him a direct advantage in cultivating and sustaining relationships with business leaders. He has worked with a range of prominent firms including Hackensack Meridian, Holy Name Hospital, St. Joseph's Hospital, Hudson Regional, Clara Maass, Fresenius, Renaissance, Golden Years, Fertility Institute of New Jersey & New York, SAX (formerly: Hunter Group), Validated Claim Support (VCS) American Red Cross, Bergen Ambulatory, Advanced Diagnostic Imaging, Skin & Laser Center of NJ, and Eye Care Associates of NJ to name a few select Clients. He has also hosted a Vlog on healthcare in NJ.

MODERATOR



Jonathan J. Walzman, Esq.
Member, Brach Eichler LLC

Jonathan Walzman concentrates his practice on representing healthcare providers and other businesses in transactional and corporate matters, with a focus on managing all aspects of corporate transactions, including mergers, acquisitions and sales, joint ventures, private equity transaction, management services arrangements, affiliation transactions and financing transactions.

Jonathan also advises health care practitioners, hospitals, medical practices and other providers in regulatory compliance and licensure matters. Jonathan counsels clients on a wide array of health care fraud and abuse issues, including Stark Law and Anti-Kickback Statute compliance. In addition, Jonathan advises clients in all aspects of contract drafting and negotiation, including employment agreements, independent contractor agreements, professional services agreements, operating and shareholder agreements, payor agreements, license arrangements, and equipment leasing and financing arrangements. Jonathan's clients include physicians, medical practices, hospitals, ambulatory surgery centers, imaging centers, licensed health care facilities and other health care professionals, including chiropractors, podiatrists, physical and occupational therapists and dentists.

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