

**JEFFREY B. SANSWEET, J.D., LL.M.**

**Curriculum Vitae**

**BUSINESS:**

Principal, Vice-President and Secretary  
Attorney at Law (1985 to Present)  
KALOGREDIS, SANSWEET, DEARDEN AND BURKE, LTD.  
Wayne, Pennsylvania

**EDUCATION:**

Villanova University Graduate Tax Program, LL.M., 1989 (Master  
of Laws in Taxation)

Villanova University School of Law, J.D., Cum Laude, 1985  
Order of the Coif  
Member, Villanova Law Review

University of Pennsylvania, Wharton School, B.S. Economics  
(Accounting Major), Cum Laude, 1982

**BAR ADMISSIONS:**

Member of Pennsylvania and New Jersey Bars

**PROFESSIONAL  
ASSOCIATIONS:**

American Bar Association, Health Law Section  
Pennsylvania Bar Association, Tax Law Section  
Philadelphia Bar Association  
New Jersey State Bar Association, Health and Hospital Law Section  
Member, American Academy of Ophthalmic Executives

**WRITING:**

**Author: "A Typical Initial Employment Agreement"  
(Physician's News Digest, May, 2010)**

**Author: "Retirement Plans in the New Decade – Required  
Amendments and Design Opportunities"  
(Physician's News Digest, April, 2009)**

**Author: "A Typical Practice Buy-Out"  
(Physician's News Digest, November, 2008)**

**Author: "How to Divide the Practice Pie"  
(Physician's News Digest, July, 2007)**

**Author: "Partnership Deal Requires Planning"  
(Ocular Surgery News, Spring, 2007)**

**Author: "Preparing to Leave a Medical Practice"  
(Physician's News Digest, December, 2006)**

**Author: "Choosing the Right Practice Entity"  
(Family Practice Management, December, 2005)**

**Co-Author: "Practice Valuation: What's a Medical Practice  
Worth?" (On Call, December, 2003)**

**Author: "Contractual Issues in Hiring an Associate"  
(Podiatry Management, November/December, 2002)**

**Author: "A Typical Practice Buy-In"  
(Physician's News Digest, June, 2002)**

**Author: "Buying in to Medical Practice Real Estate"  
(Physician's News Digest, April, 2001)**

**Author: "Assessing Benefits Packages"  
(Family Practice Management, May, 2000)**

**Author: "When to Firm Up Partnership Arrangements"  
(Physician's News Digest, April, 2000)**

**Author: “Negotiating A Co-Ownership Arrangement”  
(Physician’s News Digest, July, 1999)**

**Author: “Your First Employment Contract”  
(Physician’s News Digest, June, 1998)**

**Author: “Drafting a Smooth Termination Agreement”  
(Physician’s News Digest, May, 1997)**

**Author: “How New Tax Laws Will Affect Your Practice”  
(Physician’s News Digest, December, 1996)**

**Author: “A Road Map to Guide Your Practice Merger”  
(Physician’s News Digest, June, 1995)**

**Co-Author: “Practice Sales and Mergers”  
(Today’s HEALTH CARE, March, 1995)**

**Author: “Bringing an Associate Into Your Practice”  
(Physician’s News Digest, July, 1994)**

**Author: “Hammering out a New Partnership Contract”  
(Physician’s News Digest, October, 1993)**

**Author: “Selecting the Most Favorable Retirement Plan for a Service  
Partnership” (Journal of Partnership Taxation, Fall, 1991)**

**Co-Author: “Should Professionals Still Incorporate Despite Recent  
Legislative Changes?” (Journal of Partnership Taxation, Spring,  
1989)**

**SPEAKING ENGAGEMENTS:**

**Lecturer on Employment Contracts and/or Partnerships at:**

**American Academy of Ophthalmology (1999-2001, 2005-2009, 2011)**

**University of Pennsylvania School of Dental Medicine (1990, 2008-2012)**

**Lehigh Valley Hospital (2011)**

**Wills Eye Hospital (2006)**

**Pennsylvania Medical Group Management Association (2005)**

**University of Medicine & Dentistry of New Jersey (2002)**

**American Academy of Dermatology (1990-1997)**

**Hahnemann University (1995 and 1989)**

**Moss Rehabilitation Hospital (1994)**

**Pennsylvania College of Optometry (1993 and 1992)**

**New Jersey Medical Group Management Association (1993)**

**Geisinger Medical Center (1991)**

**Philadelphia Dermatology Society (1991)**

**Temple University Dental School (1990)**

**Temple University Hospital (1989)**

**Lankenau Hospital (1989)**