



## John (Jack) F. Gleason

Member of the Firm

### **New York**

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Health care providers turn to Jack Gleason to spearhead their corporate transactions because he is considered a “dealmaker,” not a “deal breaker.” Jack understands the health care industry and appreciates the nuances of various constituencies. His clients include hospitals, long-term care facilities and organizations, medical groups, and investors.

A former health care executive, a seasoned counselor, and an experienced negotiator, Jack represents clients in health care mergers, acquisitions, affiliations, and divestitures. In these complex transactions, he develops the business strategy, negotiates the deal terms, designs legal structures to implement them, and closes the deals.

Jack also helps health care organizations with strategic planning. He consults with board and executive management teams on organizational design, corporate structure, roles, responsibilities, and liabilities. He also educates and trains management and board members.

Prior to joining Epstein Becker Green, Jack was the national managing partner of a Big 4 accounting firm’s health care consulting practice. Before becoming a lawyer, he worked as a hospital administrator and a pharmacist.

Jack is a frequent speaker at strategic planning and executive management seminars. His previous topics have included “Strategies for Success,” “Consumerism in Health Care,” “How to Use a Management Consultant,” and “I.D.S. Development — Lessons Learned.”

Additionally, Jack is a board member of a number of health care organizations, including Providence Rest Nursing Home in New York City and Archcare, the Continuing Care Community of the Archdiocese of New York. He is also a member of the Executive Advisory Board at Fairleigh Dickinson University’s Graduate School of Business in New Jersey and a former board member of Calvary Hospital.

### **Experience**

- Represents a health care system in metropolitan New York involving the acquisition of a large independent physician practice. Jack is listening to the physicians and educating them on regulatory and financial demands.
- Completed several acquisitions for one of five major health systems/academic medical centers in the New York metro area. Jack met with all key constituencies (e.g., boards, community leaders, regulators, political leaders, etc.) in advance of final approvals and filings. He won all of the standard legal and regulatory approvals in a heavily regulated state.
- Completed a merger of two equals to create a single controlling board and management team of a large new health care system in New Jersey. Jack understood the cultural differences between these two merging systems and conducted numerous negotiations regarding terms of the transaction.
- Helped create a new hospital alliance in New York's Hudson Valley. The transaction involved six disparate organizations attempting to develop a single business model short of a merger that would improve the performance of its constituent entities.
- Completed the sale of a major medical group in New Jersey. Jack worked with the board of directors and management to identify the objectives of all physician partners. Jack also conducted a strategic planning process to forecast future practice needs and finances, and the practice was successfully sold to a publicly traded company.

## **Education**

- St. John's University School of Law (J.D.)
- Fordham University (B.S.)
  - College of Pharmacy

## **Bar Admissions**

- New York

## **Practice Areas**

- Antitrust Counseling and Defense
- General Counsel Services
- Managed Care
- Medical Staff, Peer Review
- Mergers, Acquisitions & Divestitures

## **Industries**

- Academic Medical Centers
- Health Care and Life Sciences Industry
- Health Plans and Other Insurers
- Hospitals and Health Systems

### **Memberships**

- American College of Healthcare Executives
- American Health Lawyers Association
- New York State Bar Association

### **Recognition**

- *The Legal 500 United States*, recommended in M&A: Middle Market category (2016 to 2019)

## **News & Publications**

March 24, 2018

**John Gleason Quoted in "Experts Praise Centralizing Health System Control"**

*Modern Healthcare*

March 10, 2018

**John Gleason Quoted in "Hospital M&A Complicates Fundraising"**

*Modern Healthcare*

November 16, 2009

**A Conversation About Hospital Combinations, in New York State Bar Association Health Law Journal**