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Events

ESOPs as an Alternative Exit Strategy for Physician Practice Sales

Webinar
12.10.2025

Wednesday, December 10, 2025

11:00 a.m. - 12:00 p.m. PT
1:00 p.m. - 2:00 p.m. CT
2:00 p.m. - 3:00 p.m. ET

Complimentary Program via Webinar

Webinar details will be sent upon registration.

Click here to register

Considering selling your practice? This webinar will introduce Employee Stock Ownership Plans (ESOPs) as an appealing alternative to traditional mergers or acquisitions. In a discussion featuring Sheppard Mullin healthcare attorneys and UBS capital ESOP team, we'll unpack how ESOPs can offer physicians flexible transitions, tax advantages, and continuity of legacy—while helping navigate corporate practice regulations through MSO structures.

You will walk away with:

- Understanding of traditional physician practice sale structures — including important valuation considerations, transaction steps, and common deal pitfalls to avoid.
  Insight into how ESOPs (Employee Stock Ownership Plans) can serve as a powerful alternative exit strategy, including when they're most effective and how they can benefit both physicians and their practices.
- Critical legal and tax considerations for structuring compliant and tax-efficient transactions, including navigating corporate practice of medicine restrictions and leveraging tax deferral opportunities under IRC §1042.
- Physician practice owners, healthcare executives, legal and financial advisors, and anyone involved in planning or advising on medical practice transitions are highly encouraged to attend.

Presented By:

- **Sarah Bothner**, *Senior Wealth Strategy Associate*, UBS
- **Nick Francia,** *Managing Director*, UBS

- **Leonard Lipsky,** *Partner,* Sheppard Mullin
- **Carly Hoinacki**, *Partner,* Sheppard Mullin
- **Dmitriy Chelnitsky**, *Partner,* Sheppard Mullin

Questions? Please contact Maricela Slota.

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Industries

Healthcare