

Medical Marketing Arrangements: A New Legal Landscape for Physicians

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A recently concluded jury trial in federal district court in Texas has major nationwide implications for existing and future marketing arrangements between medical facilities and doctors (“medical marketing arrangements”).

In *United States v. Michael Alan Beauchamp, et al.*, a jury found seven of nine defendants affiliated with Fores Park Medical Center in Dallas guilty of criminal charges, including violations of the Travel Act, a 1960s federal statute originally intended to federalize state criminal law violations in the context of organized crime. Those seven defendants now face the prospect of multi-year prison sentences. William Nicholson, MD, whom we represented, emerged as the sole defendant acquitted. (The jury was unable to reach a verdict for the ninth defendant.)

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