



## Erin E. Burns

### SENIOR COUNSEL

DENVER, CO

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### OVERVIEW

Erin is a problem-solver, helping hospices, home health agencies, and other healthcare providers strategically and efficiently navigate the ever-changing regulatory waters.

Erin is a skilled attorney with significant experience in hospice and home health matters, including government audits, compliance issues, and transactions. During her career, Erin has worked with clients in various stages of Medicare and Medicaid audits. Whether responding to eligibility denials or technical allegations, Erin provides thoughtful and thorough counsel to secure favorable outcomes for clients and mitigate future exposure.

Additionally, Erin has expertise in healthcare transactions, including mergers and acquisitions, within the hospice and home health sectors. Her comprehensive and collaborative approach ensures that clients minimize their risks while achieving their goals and are well-positioned in current or future deals. Erin cares deeply about clients and the patients they serve, and she is committed to providing unique solutions to support their long-term success.

### Industry

Healthcare

### Services

Healthcare Operations

Healthcare Providers

Healthcare Regulatory & Compliance Counseling

Hospice & Palliative Care

Hospice Medicare & Medicaid Audits

## Experience

- Through Medicare administrative appeal process, decreased hospice client's alleged \$8.6 million audit overpayment to just \$77,000.
- Provided regulatory assistance to a nationwide hospice provider during the successful sale of its business for more than \$500 million.
- Counseled multi-location provider through regulatory implications and requirements involved in corporate restructure.
- Advocated for a hospice through the Medicare appeal process, including a hearing before an ALJ, where an extrapolated overpayment of more than \$12 million was thrown out and the ALJ returned a fully favorable ruling, resulting in a final overpayment amount of \$0.00.
- Assisted client with negotiating regulatory components (e.g., purchase agreement, management services agreement) and filings (e.g., Medicare, Medicaid, DEA) during acquisition of a home health agency.
- Advised providers on structure of arrangements to comply with federal and applicable state fraud and abuse laws, such as the Anti-Kickback Statute.

## Recognition

- *Best Lawyers: Ones to Watch® in America*
  - Health Care Law, 2021-2025

## Education

- J.D., University of Wisconsin Law School
- B.A., University of Wisconsin-Madison
  - Legal Studies and Psychology

## Admissions

- Colorado
- Wisconsin
- U.S. District Court, Western District of Wisconsin

## Community Leadership

- Chrysalis, Inc., Board Vice President

Chrysalis promotes mental health recovery in the Madison community by supporting work opportunities that encourage hope, healing and wellness.



Monitoring updates and fostering learning.