

## William H. Stiles

Counsel

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Will enjoys a good challenge. Whether it involves taking up Telemark skiing as a 40-something or pressing a novel legal theory, his approach is simple: a can-do attitude, creative thinking, good old-fashioned hard work, and, most importantly, keep it fun. (Yes, even Medicare and Medicaid reimbursement can be fun.)

Although most people's eyes glaze over at the mere mention of Medicare and Medicaid regulations, Will has a strange infatuation with ensuring that his health care industry clients are correctly reimbursed for the important services they provide. He enjoys appearing before the Medicare Provider Reimbursement Review Board (as well as state Medicaid agency hearing officers) and relishes the opportunity to poke holes in governmental overpayment determinations. He speaks fluent Medicare and Medicaid, including the unique dialects of DSH, TEFRA, CAH, GME, SCH, MDH, Bad Debts, and TPL. Will's approach has helped his clients obtain well over \$100 million of additional Medicare and Medicaid reimbursement (and has saved his clients tens of millions more defending against overpayment claims).

A frustrated author at heart, Will believes that a compelling story lies beneath even the most complex litigation, and success often depends upon teasing out a simple message and sharing it through well-prepared witnesses, strong supporting data, and crisp writing.

Outside the office, Will enjoys creating a dynamic and supportive community by volunteering time with nonprofit agencies, boards, and committees. In 2012, Will helped to create the WinterKids' Downhill 24, a 24-hour team alpine ski race that raises hundreds of thousands of dollars each year to help children lead healthy lives.

Will is passionate about his family, travel, food, and winter. A die-hard "Sugarloafer" (ask him), Will has not yet given up on his dream of appearing in a Warren Miller ski movie.

### Education

- University of Maine School of Law (J.D., *magna cum laude*)

### Services/Industries

- Health Care & Life Sciences
- Health Care Litigation
- Health Care
- Payments & Reimbursement

- University of Oklahoma (B.A.)

## Public Service

- Board of Directors, WinterKids (June 2011-present)
- Advisory Council, The Center for Grieving Children (2011-present)
- Board of Directors, The Center for Grieving Children (2003-2009)
- Adjunct Professor, Health Care Law, University of Maine School of Law (2006-2008)

## Bar Admissions

- Maine

## Memberships

- Maine State Bar Association, Co-chair, Health Law Section (2001-2003)
- American Health Lawyers' Association
- Healthcare Financial Management Association
- Maine Hospital Association and Maine Medical Association Confidentiality Law Work Group (1998-1999)
- Maine Hospital Association HIPAA Work Group (2001)

## Honors

- Listed in *The Best Lawyers in America*® under Health Care Law since 2006, and Litigation - Health Care since 2018

To learn more about third-party ratings and rankings, and the selection processes used for inclusion, [click here](#).

## Court and Other Admissions

- U.S. District Court for the District of Maine
- U.S. Court of Appeals for the First Circuit
- U.S. Supreme Court

# Experience

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## Sale of Medicaid Managed Care Plan

We represented our client in the sale of assets of a 501(3) tax exempt Medicaid managed care plan to a 501(c)(4) Managed Care Plan.

Our representation of this client involved providing advice throughout the negotiation on corporate, labor, benefits and regulatory issues. Members of Verrill's Labor & Employment, Employee Benefits & Executive Compensation and

Health Care Groups worked in conjunction with the M&A Group on the matter.

### **Sale of Teaching/Community Hospital**

We represented this client in the sale of their teaching/community hospital to the teaching hospital of a major university. Our client has annual sales over \$500 million. An interesting aspect of this matter is that it involves the sale of a Catholic institution to a secular academic medical center, while maintaining the Catholic heritage on the client's site.

We are representing our client on corporate, Catholic, employee benefit and related issues. Verrill's Labor & Employment, Bankruptcy, Employee Benefits & Executive Compensation and Health Care Groups are working in conjunction with the M&A Group on this matter.

## **Publications & Podcasts**

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December 10, 2019

**Avoid Rejection: Make Sure Your Medicare Cost Report is Properly Completed**