

## WHO'S WHO | in Corporate Law

### JUDITH A. EISEN

*Garfunkel, Wild & Travis, PC*



Judith A. Eisen is a partner/director at Garfunkel, Wild & Travis, PC, which she joined in 1988. She is a member of the firm's health care practice group and finance group, which advises clients on a variety of business, regulatory and transactional matters.

Eisen specializes in the representation of hospitals and other health care providers including nursing homes, pharmacies, laboratories and physicians with emphasis on regulatory, transaction, compliance, general corporate, finance, employment, disciplinary, patient care and other related matters. She also represents other health care industry related clients including health care lenders and vendors to the industry. She has worked extensively on matters relating to not-for-profit corporate gover-

nance, as well as related issues for social service agencies.

Eisen developed and implemented a HIPAA Compliance Program for health care providers, health plans and clearinghouses.

Her past experience reflects a varied knowledge of the health care industry. Prior to becoming an attorney, Eisen worked as a registered nurse in pediatrics and neonatal intensive care, nursing education, nursing administration and risk management. Immediately following law school, she specialized in corporate law, with a focus on corporate finance.

Given the recent downturn in the economy, businesses must proceed with caution," Eisen said.

"In particular, financing has become very tight and new money is generally unavailable," she said. "Even existing credit arrangements can be threatened because of the declining value of assets securing the loans. As a result, loans may be in default and availability under lines of credit has been reduced or wiped out. Many businesses, while current on payments, are in technical default under loan covenants. Corporate counsel advises clients to seek to work out arrangements with lenders to maintain existing credit arrangements and, if possible, increase availability under them to create a bigger cushion."

Many businesses, short on cash, are also having difficulty paying vendors, Eisen said.

"Again, corporate counsel must be proactive in negotiating more favorable payment arrangements and reductions in outstanding debts to keep vendors performing and avoid further harm to a

client's cash flow," she said. "I also believe, however, that opportunities exist now to revisit and revise arrangements, such as leases, and make them more favorable to the business and ensure improved liquidity, both currently and going forward."

Eisen is admitted to practice in NYS and the NY Supreme Court, Appellate Division. She is a member of the American Bar Association and the NYS Bar Association.

Eisen is an adjunct professor of health law at Hofstra University Law School and frequently writes and lectures on regulatory issues. She is also a member of the American Health Lawyers Association, Health and Business Alliance and Healthcare Business Women's Association.

She earned a B.S.N. from Columbia University and a J.D. from Hofstra University School of Law, where she graduated with honors and was managing editor of the Hofstra Law Review. She also earned a bachelor's degree from Washington University in St. Louis.

Founded in 1980, Garfunkel, Wild & Travis with offices in Great Neck, Stamford, CT and Hackensack, NJ maintains one of the most active health care practices in the Northeast, while also providing services to many non-health related clients. Always at the forefront of federal and state developments, the firm meets a full range of needs including complex transactions, strategic planning, exempt and taxable financing, white collar defense, real estate, EPA/environmental issues, estate planning, elder law, litigation tax issues, fraud and abuse, licensing, capital formation and bankruptcy.