

Ross E. Sallade

HOME HEALTH, HOME CARE & HOSPICE CHAIR

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Ross Sallade provides value to clients by tackling the complex legal regulatory, operational, reimbursement and enrollment matters that others might be reluctant to handle. Ross does so by drawing upon particular knowledge for each matter which enables him to quickly evaluate urgent issues and provide practical recommendations. He also leverages a unique skill set that enables him to identify and work with the right federal and state regulators to pinpoint the heart of the issue and make recommendations to reach appropriate resolution. His previous experience strengthens his ability to provide counsel rooted in an understanding of not only the law, but also how legal issues or regulatory changes can impact clients' business goals.

Ross works with clients to help them navigate through the myriad of state and federal health care regulatory challenges facing them. He regularly counsels clients to aid in structuring their business transactions and relationships in compliance with federal and state regulations, including change of ownership requirements, as well as federal anti-kickback statute and federal physician self-referral (or "Stark") laws.

Ross advises clients regularly on a variety of matters, including:

- Medicare and Medicaid (and other federal and state payor programs) enrollment
- State licensure
- Medicare and Medicaid compliance
- Provider and supplier reimbursement in both the Medicare and Medicaid programs
- Healthcare operational matters
- Diligence support in connection with M&A and Finance transactions
- Professional service and management service agreements, including "controlled professional corporations"
- Fraud and abuse

Ross's practice focuses on a variety of healthcare provider and supplier types, including, but not limited to:

- Hospitals, including provider based departments
- Hospice and home health agencies
- DME suppliers

Capabilities

- Health Care
- Home Health, Home Care & Hospice
- Health Care Reimbursement
- Licensure, Enrollment & Certification
- Post Chevron Educational Resources & Updates

- IDTFs
- Imaging providers
- Ambulatory surgery centers

Ross Sallade applies his in-depth industry knowledge to highlight potential risk exposure and propose alternative resolutions that address clients' core concerns, as well as a business-focused approach for each transaction to meet the clients' expectations.

Education

- University of Virginia School of Law (J.D., 2000)
- Virginia Commonwealth University, Medical College of Virginia Campus (Master of Health Administration, 1997)
- Hampden-Sydney College (B.S., *cum laude*, 1992)
 - Biology

Bar Admissions

- North Carolina

Memberships

- American Bar Association
 - Health Law Forum
- American Health Lawyers Association
- North Carolina Bar Association
 - Health Law Section
- North Carolina Society for Healthcare Attorneys
- Alice Aycock Poe Center for Health Education

Recognition

- Selected for inclusion in North Carolina *Super Lawyers*, 2010-2015
- Selected for inclusion in *Best Lawyers in America*® for Health Care Law, 2013-2026
- *Who's Who in American Law*
- Ranked in *Chambers USA: America's Leading Lawyers for Business*, Healthcare, North Carolina, 2022-2025

Publications

March 5, 2026

CMS Announces Temporary Nationwide DMEPOS Medical Supply Company Medicare Enrollment Moratorium

February 4, 2026

Mandatory Provider-Based Attestations Make a Comeback

January 20, 2026

2026 Health Care Reimbursement Newsletter

October 23, 2025

CMS Suspends Most Medicare Certification Activity During Government Shutdown

April 16, 2025

CMS Spring Provider Enrollment Updates

February 2025

2025 Health Care Reimbursement Newsletter

April 26, 2024

The 80/20 Rule is Here: CMS Finalizes HCBS Care Worker Payment Requirements

January 4, 2024

Reimbursement End-of-Year Highlights

December 18, 2023

Medicare Continues its Updates to Provider Enrollment Policies as Part of Efforts to Enhance Program Integrity and Transparency

November 3, 2023

Attorney: CMS' decision to finalize 36-month rule for hospices 'somewhat disappointing'

Quoted, McKnights Home Care

August 9, 2023

CMS Announces Period of Enhanced Oversight for New Hospices in Arizona, California, Nevada, and Texas

July 24, 2023

CMS Proposes Changes to Medicare Provider Enrollment Rules

July 13, 2023

"36-Month Rule" Anticipated to Expand to Hospice

March 1, 2023

Health Care Reimbursement and Payor Dispute Update

September 15, 2022

Health Care Reimbursement and Payor Dispute Update