

Daniel B. Frier

Co-Managing Partner

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Daniel B. Frier, Esq. co-founded Frier Levitt in 2000, and serves as the Chair of the firm's Healthcare Group and co-managing partner. With 30 years of experience, he has built a strong reputation for his knowledge representing healthcare organizations and providers in corporate transactions, regulatory compliance, corporate and government affairs and advocacy. Clients turn to Dan not only for legal counsel but for the kind of frank, forward-looking guidance that shapes how they grow.

His client base spans large medical practices, individual physicians, healthcare start-ups and entrepreneurs, provider networks such as independent practice associations (IPAs), clinically integrated networks (CINs) and value-based enterprises (VBEs), private equity investors, ambulatory care facilities, management services organizations (MSOs), physician-owned pharmacies and dispensaries, hospitals and not-for-profit healthcare organizations, healthcare technology companies, and laboratories.

Dan's approach is direct and strategic. When he works with clients, he challenges their assumptions, not only about what legal services they need, but the broader direction of their business. That combination of creative thinking but conservative counsel, and commitment to his client's growth and wellbeing has earned him decades-long relationships with clients at every stage of their growth.

His regulatory practice covers federal Stark Law and Anti-Kickback compliance. He advises physicians seeking to sell their medical practices as well as investors seeking to purchase medical practices across the country.

Dan is a passionate advocate for his healthcare clients, proactively defending their interests before Congress, congressional leaders, and federal agencies on the policy and legislative issues that directly impact their ability to conduct business effectively.

Dan has deep experience in the formation and expansion of CINs, including pediatric and oncology CINs operating nationally. He advises these organizations on mergers, payor contract negotiations including Medicaid managed care agreements, data commercialization, antitrust considerations, and the development of governance structures, policies, and procedures.

Education

Temple University School of Law, J.D., *with honors*

- Editor – *Temple Law Review*

Franklin & Marshall College, B.A.

Admissions

Bar Admissions

- New Jersey
- New York
- Pennsylvania
- Arizona

Court Admissions

- U.S. District Court, District of New Jersey

Dan is a national leader in the formation of Management Services Organizations (MSOs). He assists local, regional, and national companies in using this model to achieve their business and clinical goals, structuring these arrangements to navigate corporate practice of medicine and fee-splitting requirements across state lines.

As direct-to-employer (DTE) healthcare models reshape how self-insured employers pay for and deliver care, Dan has positioned Frier Levitt at the forefront of this space. He has experience negotiating direct-to-employer contracts between and among employers, conveners, and providers. In May 2026, he hosted a first-of-its-kind national conference with the Northeast Business Group on Health (NEBGH), bringing together large employers, providers, and other industry stakeholders for an open discussion about this disruptive payment and treatment model. He advises plan sponsors, provider networks, and convener organizations on the full range of DTE structures, including convener-facilitated networks, bundled payment programs, direct primary and specialty care arrangements, shared savings models, and 340B-integrated plan designs. His counsel addresses ERISA fiduciary obligations, anti-kickback and fee-splitting compliance, state insurance and third-party administrator requirements, HIPAA data governance, and contract structuring, helping clients build models that are both operationally sound and legally defensible.

Dan also serves as a go-to advisor for medical spas, regenerative medicine practices, and wellness businesses operating in one of healthcare's fastest-growing sectors. He guides clients through practice formation and expansion, MSO structuring, scope of practice compliance, and corporate transactions in the aesthetic, anti-aging, and wellness space. His work covers testosterone replacement therapy, hormone replacement therapy, platelet-rich plasma, GLP-1 and weight loss programs, and other cash-pay service lines, with particular attention to the state-by-state regulatory landscape that governs how these businesses operate and scale.

Dan's work has been recognized by *The New York Times* which named him a Top Health Care Attorney and *The Ambulatory M&A Advisor*, which honored him with its Leading Lawyer Award fromfor four consecutive years. In 2023, he was honored as one of the "Leaders in Law" by *NJBIZ*. Dan has been ranked by Chambers and Partners USA every year from 2019 to 2026 and selected to *The Best Lawyers in America* in Healthcare Law from 2013 to 2026.

Outside the office, Dan is an avid Brazilian Jiu Jitsu Practitioner and teacher, and received his black belt from the renowned Renzo Gracie.

Professional Affiliations

- American Bar Association
- New Jersey State Bar Association – Health and Hospital Law Section
- New York State Bar Association

Awards & Recognition

- *The Best Lawyers in America®*, Healthcare Law (2013-2027)
- *New Jersey Super Lawyers* (2019-2026)
- *Chambers USA*, "New Jersey Healthcare" (2019-2025)
- *NJBIZ*, "Leaders in Law" (2023)

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