

Guillermo J. Beades

Partner

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Guillermo J. Beades is a partner in Frier Levitt's Healthcare Litigation Department and Co-Chairs the Firm's Insurance Defense Group. Guillermo represents healthcare professionals in a broad range of administrative and civil healthcare matters. He has extensive experience handling investigations and complaints before state licensing authorities, state and federal healthcare agencies, and public and private payors.

Guillermo has successfully overturned Medicare revocations, exclusions, and reinstated billing privileges for suspended practices. He frequently appears before medical boards on licensure issues, including patient complaints, and has reinstated suspended licenses while defending against extended suspensions. His practice also covers matters related to credentialing, denial of privileges, administrative discipline, payor audits, and overpayment disputes.

With his team, Guillermo has helped healthcare practices save millions annually by reducing overpayment demands from public and private payors through appeals, negotiations, and ALJ hearings. His team has successfully defended demands as high as $9 million, and he is panel counsel to most major insurance companies that offer coverage for defense of billing audits.

In addition, Guillermo represents healthcare professionals in criminal and civil white-collar defense matters, including Medicare/Medicaid fraud, billing violations, and cases involving the Anti-Kickback Statute, False Claims Act, RICO, Stark Law, and New Jersey's Insurance Fraud Prevention Act. He also defends providers in federal civil cases brought by auto insurers alleging fraudulent billing.

Guillermo has been featured in healthcare podcasts and has been published in the American Health Law Association's Journal of Health and Life Science Law. He is a frequent contributor to the NJ Chapter of the American Academy of Pediatrics and Health Leaders Association's member publications on a variety of healthcare issues. He also presents at various medical group and society meetings, as well as at conferences and on webinars on a number of healthcare issues.

Education

Villanova University School of Law, J.D.

Pennsylvania State University, B.S.

Admissions

Bar Admissions

- New Jersey
- New York
- Pennsylvania

Court Admissions

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

Representative Matters

- Frier Levitt Secures Five Fully Favorable ALJ Decisions Reversing Medicare Wound-Care Overpayments for Skin Substitute Grafts (October 2026)
- Frier Levitt Secures Full Waiver of Medicaid Dental Audit Overpayment Demand for Pediatric Practice (October 2026)
- Frier Levitt Successfully Overturns New Jersey Medicaid Payment Suspension (March 2026)
- Frier Levitt Secures ALJ Win in Medicare Wound-Care Overpayment Appeal (February 2026)
- Frier Levitt Secures Major Wound Care Victory, Overturning More Than $1.13 Million in Medicare Overpayments (February 2026)
- Frier Levitt Secures Significant Reduction of Payor Audits (January 2026)
- Frier Levitt Secures Medicare Appeal Victories Totaling $8 Million in COVID-19 Testing Disputes
- Frier Levitt Obtains 12 Favorable ALJ Decisions Overturning CMS Overpayment Demands for Wound Care Products
- Frier Levitt Successfully Reduces Parallel Audits of a Provider, Achieving Full Commercial Reversal and Substantial Medicaid Reduction
- Frier Levitt Secures Significant Victories in Payer Audits (April 2025)
- Frier Levitt Successfully Overturns $3.66 Million Overpayment Demand (March 2025)

Insights

Recent Publications

- Co-author, "$45 Million FCA Settlement Is a Wake-Up Call for Wound Care Providers," Frier Levitt (January 2026)
- Author, "Audit Survival for Wound Care: Key Takeaways for Providers," Frier Levitt (October 2025)
- Author, "Horizon Blue Cross Blue Shield's New Audit Program Targets E/M Coding," *NJAAP's New Jersey Pediatrics Winter 2025 Newsletter* (December 2025)
- Co-author, "The Hidden Threat of L3 EOB Denials: A Critical Warning for Healthcare Providers Facing Medicare Payment Suspensions," Frier Levitt (December 2025)
- Author, "Audit Survival for Wound Care: Key Takeaways for Providers," Frier Levitt(October 2025)
- Co-author, "Provider Alert: OIG Launches Nationwide Audit of Medicare Skin Substitute Payments," Frier Levitt (September 2025)

- Author, "New Jersey's Department of Human Services Seeks Approval for Increased Rates for Adult and Pediatric Primary Care," *NJAAP* (September 2025)
- Featured, "A Judge Approved BCBS' $2.8B Settlement. Why Some Providers Are Opting Out," *MedCity News* (September 2025)
- Co-Author, "MedSpa Missteps: Avoiding Legal and Compliance Pitfalls in a Booming Industry," Frier Levitt (August 2025)
- Co-Author, "NJ PURE's Financial Status: Implications for New Jersey Physicians and How to Protect Yourself," Frier Levitt (August 2025) — **BRIAN K.**
- Co-Author, "Understanding EMR Audit Trails: Importance and Implications for Medical Record Alteration," Frier Levitt (August 2025) — **DAVID B.**
- Author, "The 2026 Medicare Physician Fee Schedule Marks a Watershed Moment for Wound Care and Skin Substitutes," *Medical Economics* (August 2025)
- Featured, "Health Care Attorneys: Hospice Investigations Coming From All Sides," *Hospice News* (July 2025) — **TODD**
- Co-author, "Protect Your Practice: The Importance of Healthcare Counsel for Medicare Audits and Appeals," Frier Levitt (June 2025)
- Co-author, "How Will the Federal Government's Focus on Medicaid Waste, Fraud, and Abuse Impact Healthcare Providers in New Jersey?" Frier Levitt (May 2025)
- Co-author, "PROVIDER ALERT: False Claims Act Case Targets Alleged Improper Radiopharmaceutical Practices in Cardiology Testing," Frier Levitt(May 2025) — **DIANA R.**
- Co-author, "Before You Surrender: Preserving Your Rights and Registration in DEA Proceedings," Frier Levitt (April 2025)
- Author, "Medicare Bleeds Billions on Pricey Bandages, and Doctors Get a Cut," *New York Times* (April 2025)
- Author, "How Will the Federal Government's Focus on Medicaid Waste, Fraud, and Abuse Impact Pediatricians in New Jersey?" *NJAAP's New Jersey Pediatrics Spring 2025* (April 2025)
- Co-author, "Provider Alert: Increased Risk and Scrutiny of Patient Cost-Sharing Waivers," Frier Levitt (April 2025)
- Co-author, "Horizon's Retroactive Reimbursement Policy Adjustments: Protecting Your Practice and Patients," Frier Levitt (February 2025)
- Featured, "Can You Force Patients to Get an AWV? Not Without Risk," *Part B News* (February 2025)
- Co-author, "Pre-payment Review: A Growing Challenge for Healthcare Providers," Frier Levitt (February 2025)
- Author, "The CMS and Private Payors Increase Scrutiny on Podiatric Wound Care," Frier Levitt (February 2024)

- **MISSING 2024 on from website**

Recent Speaking Engagements

- **Panelist, "When Parents Disagree: A Pediatrician's Guide to Consent, Communication, and Staying Neutral," NJAAP Webinar (September 2025) — PHOEBE**
- Panelist, Part 2: "Wound Care Audits – Navigating Payer Scrutiny, Coding Challenges, and Audit Response Strategies," Frier Levitt "Navigating Wound Care Webinar Series" (June 2025)
- **Speaker, "The Employment Contract," NJAAP Annual Conference and Resident Career Day, New Jersey (June 2025)**
- **Panelist, "MedSpa Missteps: Avoiding Legal and Compliance Pitfalls," HLA Annual Conference, New Jersey (June 2025) – BRANDON**
- **Panelist, "Home Care & Hospice Investigations: What are Investigators Targeting and How can You Protect Your Organization," HCHANJ Annual Conference, New Jersey (June 2024) – TODD B.**
- Panelist, Part 1: "Navigating Wound Care – Strategies for Compliance and Defense, Frier Levitt "Navigating Wound Care Webinar Series" (May 2025)
- **Panelist, "Preparing for an Audit: Legal Insights for Professional Coders," Monmouth Ocean AAPC Chapter's 18th Annual NJ Coders Day, New Jersey (October 2024) — PHOEBE**
- **Panelist, "Four Mistakes Practices Are Still Making in 2024," MGMA & HLA Webinar (August 2024) — PHOEBE**
- **Panelist, "What Every Pediatrician Needs to Know: Hearing Testing to Avoid Overpayment Demands," NJAAP Webinar (June 2024)**
- **Speaker, "The Evolution of Payor Audits: How New Payor Audits are Exposing Practices to Large Recoupments and Criminal Prosecution," HLA Annual Conference (June 2024)**
- **Speaker, "How to Respond to Audits and Overpayment Demands in Home Care & Hospice," HCHANJ Annual Conference, New Jersey (June 2024)**
- **Panelist, "Navigating Payor Audits in 2024: Emerging Trends and Effective Response Strategies," NJSOM Spring Conference, New Jersey (May 2024) — PHOEBE**
- **Panelist "ADHD Prescribing: What Every Pediatrician Needs to Know," NJAAP Webinar (February 2024)**
- **Speaker, "Fraud & Abuse Investigations," Westchester County Medical Society (November 2023)**
- Panelist, Mastering Licensing Board Investigations: Part 3 – "What Providers Can Expect at a Board Hearing," Frier Levitt Webinar (August 2023)

- Panelist, Mastering Licensing Board Investigations: Part 2 – "How to Respond to an Investigation or Patient Complaint," Frier Levitt Webinar (July 2023)
- Panelist, Mastering Licensing Board Investigations: Part 1 – "Anatomy of a Licensing Board Investigation," Frier Levitt Webinar (June 2023)
- **Speaker, "How to Handle Investigations from the NJ Board of Medical Examiners & Government Entities," NJ MGMA's Practice Management Conference, New Jersey (June 2023)**
- **Panelist, "An Overview of Medicare and Private Payor Audits," Frier Levitt Webinar (March 2023) – LARRY**
- **Panelist, "Current Payor Issues: What Every Allergist and Immunologist Needs to Know," NJAAIS Webinar (February 2023)**

Awards & Recognition

- *The Best Lawyers in America*, Healthcare Law (2026-2027)
- *New Jersey Super Lawyers,* Rising Stars (2015 – 2017)
- General Counsel to the New Jersey Chapter of the American Academy of Pediatrics

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