

John R. Perlstein, Esquire

John recently retired from CIGNA Corporation, concluding a very successful 27-year career primarily providing legal counsel to the senior management of CIGNA's healthcare operations. His extensive legal and business experience in many aspects of the complex healthcare industry, combined with his background in alternative dispute resolution activities, is now available to clients of Litigation Alternatives who are involved in healthcare related issues. Involving an impartial third party who is experienced in healthcare issues can provide substantial value in helping to resolve issues and disputes in an efficient and fair manner. In addition, such a person can assist in business negotiations in a way that can maintain and enhance important business relationships.

John's key responsibilities at CIGNA included complex contract negotiations, interpretation, and dispute resolution involving hospitals, physicians and other medical professionals, retail pharmacies, pharmaceutical manufacturers, consumers and outsource vendors. In addition, John developed and implemented a national business strategy involving providers of laboratory and home health care services, including negotiation, implementation and management of those relationships. He was also responsible for the management of health care litigation (approximately 500 active cases, including national class action litigation and government inquiries), and the provision of legal and business advice related to several large mergers and acquisitions.

John is currently volunteering with the Hartford Area Mediation Program to mediate issues on cases assigned by the Connecticut Judiciary Division, and is an arbitrator in a dispute between two healthcare companies. John's responsibilities at CIGNA also included frequent and extensive dispute resolution involving external contract relationships, and organizational mediation within the company with respect to complex business projects necessary to ensure legal compliance. The resolution of internal and external disputes in an efficient and effective way was one of John's primary goals and accomplishments at CIGNA. In addition to his work at CIGNA, John used those skills to provide mediation services on a volunteer basis, over a three-month period, with respect to an organizational dispute between the professional staffs of the board of education and a local municipality.

John lives in Manchester and is admitted to practice law in Connecticut. He is a graduate of Union College (Schenectady, NY) and New York University School of Law (New York, NY). His community service includes nine years on the Board of Education in Manchester, where he served as Chair of the Finance and Personnel Committee, responsible for the development of annual budgets and the negotiation of contracts with teachers, principals and staff. He currently serves on the Manchester Town Building Committee.