

Name: John R. Perlstein

Current Affiliation: Self-employed mediator

Professional Experience:

CIGNA Corporation, 1981-2008 (\$17.6 billion in 2007 revenues)

- *Numerous positions in CIGNA's Legal Department, including Chief Compliance Officer (2006-2008) and Chief Counsel, CIGNA HealthCare (2003-2006). Key responsibilities included:* Design, implementation and management of enterprise-wide compliance program for CIGNA, reporting to senior management and the Audit Committee of CIGNA's Board of Directors; Contract negotiations, interpretation, and dispute resolution involving customers, hospitals, physicians, pharmaceutical manufacturers and outsource vendors; Guidance with respect to state and federal law; Management of health care litigation (approximately 500 active cases, including national class action litigation and government inquiries); and Mergers and acquisitions.
- *Vice President, National Contracting and Provider Services (1995-1999) – Developed and implemented a national business strategy involving providers of laboratory and home health care services, including negotiation, implementation and management of those relationships.*

Day, Berry & Howard (now Day, Pitney), Hartford, CT (1977-1981) – Securities and M&A.

Primary Practice Areas

Healthcare insurance law and regulation (federal and state); Contract negotiations and dispute resolution; Commercial and business law; Mergers and acquisitions

Bar Admissions: State of Connecticut; Federal District Court, District of Connecticut

Dispute Resolution Experience and Training:

- Responsibilities at CIGNA 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.
- *Hartford Area Mediation Program* (volunteer) (2008-present) – Mediate issues on cases assigned by the State of Connecticut Judiciary Division.
- Mediated, over a three-month period, an organizational dispute between the professional staffs of the board of education and a local municipality.
- Completed a 40-hour mediation course sponsored by Quinnipiac University and the University of Connecticut, which included six mediation role-playing situations.

Professional and Civic Associations: Board of Education, Manchester, CT (1991 to 1999)

Chair of the Finance and Personnel Committee, responsible for the development of annual budgets (in excess of \$60 million) and the negotiation of contracts with teachers, principals and staff.

Education:

B.A., Political Science (1974), Union College (Schenectady, NY); Phi Beta Kappa, Magna cum Laude
Juris Doctor (1977), New York University School of Law (New York, NY); Editor, Moot Court Board