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Kelly Law Firm, P.C.

Guiding Businesses Through the Healthcare Thicket

Combining the distinct specialties of corporate law and healthcare regulatory law, Jim Kelly, founder of the 21-year-old Kelly Law Firm, P.C., has carved a unique niche in the legal arena. Kelly advises, and accomplishes transactions for, clients who wish to build businesses within the tangled thicket of health industry regulations. He also defends clients against governmental bureaucracies and investigations.

"To help business clients succeed in the health industry, a lawyer must know how to interweave business laws and obligations with opportunities and conflicting restrictions inherent in healthcare regulations," says Kelly. "I have spent over 30 years developing contacts and gaining wisdom to solve healthcare business legal problems."

Besides advising clients on how to structure health industry transactions, Kelly also defends business clients nationwide accused of violating healthcare laws such as Medicare anti-kickback rules, false claims allegations in whistleblower suits and overpayment appeals.

Larger law firms, corporate legal departments and hospital general counsels often consult Kelly for his expertise in structuring a health industry transaction or defense. Kelly notes, "My

unique contribution is understanding how various types of healthcare businesses operate and how to find interpretations of health business regulations to allow those businesses to maximize their opportunities or structure their best defenses."

A former director of the American Health Lawyers Association, Kelly frequently lectures to legal and industry groups on emerging or complex health industry legal issues.

Preparing for the Future of Healthcare Business Today

The sheer number of emerging health business issues is one reason Kelly's expertise is so valuable. Kelly explains, "The healthcare business changes quickly, with the continuing emergence of many new technologies and new types of businesses to deliver the new technologies. The problem is that many of these state-of-the-art concepts are governed by regulations written decades ago. One of our biggest challenges is finding exemptions or crafting ways to make the old rules work for innovation in the industry."

In addition to helping today's businesses work around yesterday's regulations, he also spends time helping them plan for future likely legal developments. "We use our knowledge of current laws and our analysis of proposed regulatory changes to anticipate what the legal landscape will look like down the road so our clients can begin to prepare for future challenges.

"It's a difficult task," Kelly acknowledges, "that requires a great deal of expertise to sort out which proposed regulatory changes might actually become law from those that probably won't get off the ground."

He adds that the healthcare industry has changed quite a bit in the past 30 years. "Thirty years ago, it was a relatively quiet, well-reimbursed, mildly complicated business sector," Kelly recalls. "Today, it is a complex, highly competitive business sector facing great economic, technological and legal challenges. It also has more promise than ever for businesses that can navigate those challenges."



Founder Jim Kelly



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