

AHLA

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connections

For the health and life sciences law community



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Student Membership and School Alliances

Focus on Students and School Alliances

For the second year, AHLA is including a Member Forum supplement designed for our student members and to recognize law schools and health law programs. The academic health law community plays a vital role in training future health lawyers, compliance and privacy officers, and other healthcare executives. AHLA also plays an important role in informing and educating the health lawyers and professionals of tomorrow, by providing accurate and up-to-date information that is vital to the success of our members, both in law school and in the legal profession.

Student Membership: Do the Math!

AHLA student membership is just \$15 per year. Individuals who are enrolled in a law school or graduate course of study (typically for a three-year course of study) receive the *Health and Life Sciences Law Daily*, access to the *Health Law Weekly* and *Health Law Digest*, and the *AHLA Connections* magazine (in its digital format when it is posted each month). In addition, student members automatically receive electronic access to all Practice Group (PG) content and receive a complimentary subscription to the Health Law Archive. This can be a \$300-\$450 savings when compared to regular membership and a significant value. Student Members are also eligible to receive special members-only discounts when registering for webinars and programs, and when purchasing publications.

Give promising law students the gift of AHLA membership today. Call (202) 833-1100, prompt #2 to get them signed up. It is easy on your wallet. They will thank you every time they benefit from their AHLA membership and you will be helping to enrich the health law profession for years to come. It is an investment worth making!

School Alliances: Making Valuable Connections

Student organizations are an essential partner in AHLA's efforts to reach the future leaders of the health law profession. Law Schools or schools of public health having a health law program or a student health law organization should consider entering into an Alliance Agreement with AHLA. By forming a (free) alliance with AHLA, student organizations receive regular information from AHLA, are notified about upcoming educational and networking opportunities, and are able to access key health law resources.

Benefits of a School Alliance with AHLA include:

- » Having the School's logo and information posted on AHLA website;

- » Receiving the Annual Year in Review – a summary of the leading developments in case law, legislation, and administrative actions affecting healthcare;
- » Ability to purchase the bestseller *Fundamentals of Health-care Law* at a special discounted price;
- » Having access to health law experts who can speak to students about healthcare issues; and
- » Students having ability to volunteer at and attend AHLA in-person programs.

Establish a Student Alliance with AHLA today – download copy of the agreement at www.healthlawyers.org/SAP. If you would like your student health law program to be featured in an upcoming issue of *AHLA Connections* magazine or you would like to start an alliance, contact Andrew Hartman at ahartman@healthlawyers.org.



For more information related to students and law schools, read our special supplement in the online edition of *AHLA Connections* at www.healthlawyers.org/connections.

AHLA has another avenue for members to network with one other. Find us on Facebook, LinkedIn, and Twitter.





What does the future hold?

Recently, we asked four members of the Association at varying points of their careers to answer a series of questions. Their answers were incredibly interesting and we know you will enjoy their interviews. Our thanks go to Alan Goldberg, AHLA Past President/Fellow and solo practitioner, McLean, VA; Kathleen Boozang, AHLA Board member and Acting Vice Provost, Seton Hall University School of Law, South Orange, NJ; David Thiess, Legal Editor at AHLA, Washington, DC; and Evan Hamme, a second-year law student at Catholic University of America School, Washington, DC.



“Social Media and the Health Lawyer”

Alan S. Goldberg, LLM
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Mr. Goldberg is an attorney in private practice in McLean, VA and is adjunct faculty at George

Mason University. He is a Past President of AHLA, and an AHLA Fellow.

AHLA: How have social media outlets, such as Facebook and Twitter, changed the way health law is practiced today?

Goldberg: Anyone practicing health law should consider, and often should implementing, a search of social media with respect to possible new clients, existing clients, clients of opposing counsel, opposing counsel, and perhaps others involved in litigation or in other matters. Both information regarding the backgrounds and circumstances involving individuals and companies, and educational materials, can easily be found online via social media outlets. In addition, having a social media presence indicates that a health lawyer embraces change, new and different ideas, and technological shifts, and appreciates their significance and importance, and can provide advice to clients regarding such matters.

AHLA: Do you think law students today have any advantages in pursuing a health law career because of their experience with these social media outlets?

Goldberg: Yes. Law students today, if in their mid-twenties now, were approaching ten years old during the 1995-1998 period when the Internet expanded and computer use in law firms and elsewhere became a necessity. These students therefore are comfortable with social media and the Internet, and with brief but important interchanges via email, text messaging, chats, Tweets, and other technological features of today. When their careers begin, they will be able quickly and easily to understand and use the technologies that law firms must have in order to enhance the quality and efficiency of law practice and business operations. Those who, unfortunately, began their law studies when computers and online features were unavailable can suffer the infirmities of being unwilling to accept change and being unable to learn new techniques of communicating and researching, and if enjoying professional life. Law students today surely have an advantage.

AHLA: What advice or tips would you give to a health law student who is beginning his or her job search?

Goldberg: First, law remains all about excellence, integrity, and creativity, and neither social media specifically nor computer technology generally has changed that trio of necessities. But second, knowing about and understanding how better to achieve and maintain excellence, and benefiting from the vast amount of information available via social media outlets that can enhance creativity, requires knowledge and understanding of how computer technology and the practice of law can and do complement each other. And third, therefore, success in the law continues to require both adherence to traditional values relating to quality and performance, and an ability and a willingness to dedicate time and resources to

AHLA Career Center

In these uncertain economic times, we understand that law students face an even tougher battle, finding the positions that will start their careers. Student membership in AHLA allows students to network with the nation’s health law leaders (many of whom are making the hiring decisions).

Students are also able to access AHLA’s Career Center, the premiere location to post and search for jobs in the field of health law. The online listings reflect available full- and part-time legal and executive job openings with a variety of employers from around the nation, in a variety of settings. For job seekers, the Career Center is searchable by state and keyword – just type in the search term and let the search agent do the rest. Available firm and in-house positions are listed in the monthly magazine’s Classified Advertising section. Members receive a special discount when placing a Position Wanted advertisement.

Get started by going to www.healthlawyers.org/careercenter

being able to use features, such as social media and computer technology, that can provide a better foundation for success overall. Manifesting an understanding of the foregoing when meeting potential employers should be a positive part of any employment search for law students now.



“The Law School Academic”

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Acting Vice Provost, Seton Hall University
School of Law, South Orange, NJ

Ms. Boozang is also a member of AHLA's Board

of Directors and serves on the Membership and Professional Resources Committees and is a member of the Editorial Board of the Journal of Health & Life Sciences Law.

AHLA: How can current health law students prepare for graduating into such a difficult economy?

Boozang: It's all about your state of mind. Be open-minded about what your first position is. The economy will recover, and you will get your dream job, but if it doesn't happen immediately focus simply on getting good experience. Be open geographically. Make sure you understand the new federal laws that provide relief in student loan repayment so that you can be flexible with respect to your starting salary. You don't need a new car or flatscreen TV that fills an entire wall immediately upon graduation.

AHLA: Do you have suggestions for anything law students can do to increase their chances of landing a job in health law after graduation?

Boozang: Follow the money. Read the newspaper so that you understand where the money is going. Look for positions in state and federal agencies that are receiving infusions of funding. Go to bar health law meetings and network. Stay current about what's going on in the field so that prospective employers don't feel that they will be dealing with a blank slate if they hire you. Participate in an externship so that you can in-house experience and meet practicing attorneys. Position yourself to work in the U.S. Attorney's office on healthcare matters. Work for a white-collar defense firm that represents healthcare clients. Work for a bankruptcy firm that specializes

For a list of current School Alliances and to learn what some of our Schools have been doing recently, please turn to the online supplement at www.healthlawyers.org/connections.

in hospital work. Think about corporate compliance, which for many people with legal degrees is a fulfilling career path.

AHLA: Obviously, the passing of the Patient Protection and Affordable Care Act (PPACA) will have an impact on the practice of health law in the years to come. Could you share with us your thoughts about some jobs you think will be “hot” to law grads entering the market because of PPACA?

Boozang: Focus on areas that are completely new that no one knows, and you will be on a level playing field, at least substantively, with even the most senior lawyers.

AHLA: What advice or tips would you give a law student entering his or her second year of law school?

Boozang: Pay attention to the environment in which health-care exists. Take classes in employment, labor, corporate bankruptcy class and antitrust. Either have two cover letters or explain in the cover letter that talks about your interest in health law that the student who has prepared for health law practice has prepared to be a generalist, and can therefore start her career in any area of law.



“The Young Professional”

David Thiess

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Mr. Thiess is a 2009 graduate of the University of Virginia Law School and received his undergraduate degree at the University of Notre Dame in South Bend, IN.

AHLA: As a recent University of Virginia law graduate entering the workforce in these tight economic times, how do you stay active in the health law community?

Thiess: Honestly, the AHLA conferences have allowed me to get connected. I've gotten to know a lot of lawyers in the community that way and learned a ton from the speakers. In general, the learning part of my job was like drinking from a fire hose for a few months.

AHLA: What is the one thing you wish your law professors had recommended about transitioning successfully from university life to the real world?

Thiess: To enter the profession with a good bit of humility and patience. Law school is unavoidably a little bit of a competitive culture, so almost regardless of the law school, that really gears a young lawyer up to hit the streets sprinting

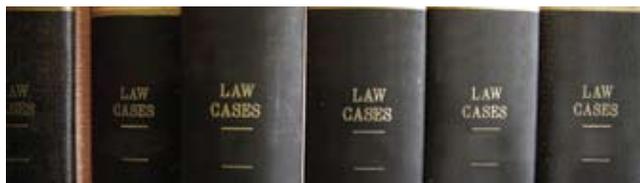


after the bar exam. That, plus the fact that they've spent three years in school while other people they know are working their way up the ladder and becoming more important, and plus law school professors really encourage students to push for excellence (which the pros should). As a result, even though they tell themselves that they'll be low on the totem pole, I think some young lawyers get pretty anxious to enter the scene at an impractically high level, with their ideal jobs and lots of influence. It can be really deflating any time you fall short of that. I think all of this is especially applicable to 2009, 2010, and 2011 classes that have been deferred for a long time and had trouble finding jobs. I'm not saying law school professors should prepare us to accept unemployment or what amounts to indentured servitude in some cases, but just to add a lot of patience to the mix.

AHLA: How has the healthcare reform affected your interest/focus in health law and furthermore your desired career path?

Thiess: The two biggest reasons I love health law are first, how tangible and meaningful it is in everyday life, and

second, the number of different types of law fall under the umbrella of health law. Health reform hasn't made me love health law any more, but what one thing it has done is given me a lot of opportunities as it unfolds over the next decade. With the amount in the law left to be specifically regulated, implemented, or otherwise determined in the next decade, healthcare entities across the country are going to need a lot of counsel as the law emerges. The joke is that the law should actually be called the Health Lawyers Jobs Bill, but regardless of that, there's going to be a lot of need for the exact kind of service I was already pretty interested in providing. Plus, for young lawyers specifically, health reform has opened a window because experienced lawyers and young lawyers are learning the huge, new law almost all the same, so the playing field is just slightly more level.



Diversity Summer Internship

As part of AHLA's initiative to cultivate more diversity among attorneys practicing health law, the organization is working to provide opportunities for talented law students of diverse backgrounds so that they can learn more about this segment of the legal profession. To this end, AHLA's Advisory Council on Diversity sponsors a Diversity Summer Internship each year. The program provides a first or second-year law student with an eight week internship at AHLA's office in Washington, DC where he/she performs various writing and research duties to support publishing and public interest activities. Information about the internship qualifications and benefits for Summer 2011 will be posted soon at www.healthlawyers.org/diversity.

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- Claims Reviews and Analysis
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“The Health Law Student”

Evan Hamme

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Mr. Hamme is a second-year law student at Catholic University of America School of Law.

AHLA: Who or what were your major influences in pursuing a career in law, and specifically health law?

Hamme: I had a number of very important influences that contributed to my pursuit of a legal career. My father, Joel Hamme, is a health lawyer and therefore I was surrounded by the analytical reasoning and the jargon used in the field of law while I was growing up. Partly because of nature, and partly nurture, I developed an argumentative personality. Because of this, from very early on many of my friends thought that I would become a lawyer like my father. I, however, was not absolutely convinced until after I spent some time as a paralegal after undergrad. As an actively interested Philosophy major in college, I had developed the ability to think and write critically, however the lack of pragmatism in philosophy was unappealing to me. But when I started as a paralegal, I came to see how even the most tedious tasks I was assigned fit into a bigger picture within a case, and how the law affected our clients all the time. Because many of the skills overlapped with philosophy (i.e. writing and argumentation), and because I felt there was a practical use to the education I would receive, I resolved myself to attend law school.

To be honest, I was not sure what type of law I wanted to practice, and health was for the most part a field in which I knew I had connections through my father. Obviously, like most people, I think the practice and industry of keeping people healthy is invaluable to society, and so I do find myself drawn to it because it plays a role that is of the utmost importance to people. Also, it is an expanding field, and I am going to school in a city where the practice of health law is very prevalent.

AHLA: As a law student at Catholic University, how are your professors preparing you for the dramatic change in healthcare policy due to the recent healthcare reform legislation?

Hamme: I am not sure I can provide a detailed answer to this question, because first year of law school does not concentrate on specific fields of law, and I have yet to begin my second year courses. The school, however, does provide avenues for students who are interested in health law to learn about and network in the field through a student’s health law club, and a journal dedicated to issues in health law and policy. I think that, like most things in law school, providing such avenues is the most a school can do; it is really one’s own interest and initiative that will drive them to learn the things they need to learn and a person cannot become a good lawyer by having their hand held by a professor or other faculty members. However, in my experience, they are readily available to provide assistance to students who are willing to take advantage of it.

AHLA: Tell us about your work with Catholic University’s *Health Law Journal*.

Hamme: I have been affiliated with the *Health Law Journal* for about a month now. I wanted to work on the health journal because there are an incredible range of issues that touch on health, health is a quickly growing and always changing field, and the Journal would provide a forum where I could not only learn more about health, but work on researching, writing, editing, and citing (and all of these are indispensable to a good legal education in any field). Currently, I have only worked on one project – it concentrates on the mental and physical health of sex trafficking victims and how policy changes might decrease the quantity of victims and allow them access to help more easily without the stigma that is sometimes attached (due to assumptions about prostitution being voluntary, rather than forced).

AHLA: What kind of work setting would you ideally like to work in after graduation?

Hamme: I am very open to many different types of settings and to many areas of law. From a health perspective, I am very interested in policy, and so working on [Capitol] Hill, or with congressmen appeals to me. However, I think my first priority is to work under highly-qualified individuals who will provide a good learning environment. No matter how well one does in law school, it takes a lot of experience to become a great lawyer, and working with great lawyers is one way (I think) to more quickly become one.

For more useful student resources, read our special supplement in the online edition of AHLA Connections at www.healthlawyers.org/connections.