



## Lisa Luetkemeyer

### SENIOR COUNSEL

ST. LOUIS, MO

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#### OVERVIEW

After serving in-house for two major healthcare organizations, Lisa has an inside perspective on client needs.

Lisa first began her career as a speech-language pathologist before her love of research led her to law school—where a practice focused on healthcare law was a natural fit. Her first firm role found her serving on the team for a major healthcare organization that had no legal department of its own, and Lisa quickly gained experience in operational matters, governance, contracts, medical staff bylaws and hearings, and general regulatory compliance questions. She later worked extensively with pharmacy benefit management and post-acute care.

Lisa went on to accept in-house positions with two leading health systems, where she served for a total of seven years. Her in-house experience included work with real estate matters; acquisitions and divestitures; intellectual property portfolio management and licensing agreements; marketing, communications, and advertising guidance; commercial transactions; and policies with an emphasis on information technology and information security policies and standards.

Eventually, Lisa's passion for legal research led her back to the firm world, and she rejoined Husch Blackwell in 2023. Today, she assists clients with health system operational and governance issues, licensure questions, and other regulatory compliance matters. A significant portion of her practice is devoted to a major multinational managed healthcare and insurance company.

#### Industry

Healthcare

#### Services

Healthcare Operations

Healthcare Providers

Healthcare Regulatory &  
Compliance Counseling

Lisa's in-house background means that she understands the complex internal operations of the massive organizations she serves. She has firsthand experience managing budgets and timelines for outside counsel, and she grasps the many competing demands on the time of in-house attorneys. Most of all, Lisa prioritizes understanding and meeting client-specific needs and goals with customized strategies, rather than pursuing cookie cutter plans.

### Experience

- Advised healthcare clients on a broad range of regulatory matters, including federal and state fraud and abuse laws, HIPAA, Medicare and Medicaid reimbursement, and licensing issues.
- Assisted healthcare clients with transactional matters in connection with contracting, mergers and acquisitions, joint ventures, and affiliations.
- Advised health systems, hospitals, pharmacies, physician groups, and community-based providers on regulatory and transactional matters, compliance, fraud and abuse, reimbursement, and licensing issues.
- Provided general operations counsel to several large health systems, including drafting policies and procedures and negotiating leases and vendor agreement.th systems, including drafting policies and procedures and negotiating leases and vendor agreement.

#### **AS IN-HOUSE COUNSEL TO LARGE HEALTH SYSTEMS:**

- Served as legal lead on intellectual property matters system-wide, including managing entire trademark portfolio and drafting and negotiating license and sponsorship agreements.
- Served as legal lead for transition services agreements, intellectual property due diligence, and trademark transition agreements, and communications and marketing reviews during and post-transaction.
- Advised marketing and communications leadership and issue-spotted legal and compliance concerns with marketing arrangements, including Stark and AKS.
- Supported the system IT subsidiary in compliance, contract negotiation, and transactional matters.

## Experience

- Provided legal support to other system subsidiaries, including but not limited to a venture fund subsidiary, global mission subsidiary, facilities management organization, and group purchasing organization.
- In collaboration with applicable business owners and executive leaders, drafted system-wide legal, organization, information technology, and information security policies and standards.
- Supported all levels of real estate department in managing leasing matters system-wide, including contracting, policies and procedures, and compliance.
- Served as secondary lead on divestitures and acquisitions ministry-wide.
- Provided support to and collaborated with regional general counsels and compliance officers on legal and compliance issues related to real estate, leasing, and transactional matters.

## Education

- J.D., Saint Louis University School of Law
  - *magna cum laude*
  - Certificate in Health Law
- M.H.S., University of Missouri
- B.A., Truman State University

## Admissions

- Missouri
- Illinois

## Community Leadership

- Academy of the Sacred Heart, Alumni Coordinating Council



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