

## Lori A. Beam

### Shareholder

Lori Beam is a nationally recognized expert on health care law and is the Chair of the firm's Health Care Industry group. She is also a local bar association honored corporate attorney and chairs the firm's Advertising, Marketing & Promotions practice group.

These dual roles reflect Lori's unique practice steeped deep in the health care industry as well as the retail industry. These two areas of expertise collide, occasionally, including when Lori represented the Kansas City Chiefs Football Club in its sponsorship, clinic lease, and medical services contracts with a local health system.

As recognized by her Baron of the Boardroom award given by the Kansas City Metropolitan Bar Association and reflective of her joint JD and MBA degrees, Lori is known for her solid judgment, often acting as a business counselor as much as a legal advisor. She negotiates using a practice style that gets the deal done – pushing hard for terms of importance to the client, compromising when needed without giving up key elements, and in a way that does not unnecessarily drive up legal fees. Lori understands the need to be readily available to her clients and prides herself on turning documents to her clients quickly. She offers a unique contract writing and negotiation ability you cannot get from most attorneys.

### **Serving the health care industry with sound counsel.**

Throughout her 35+ year career, Lori has helped hospitals, physicians, and other health care providers with a broad range of transactions, contracts, and issues. Her knowledge of constantly evolving health laws and her experience and practical problem-solving approach make her an ideal attorney for navigating the legal landscape to help clients achieve their goals.

Lori has led many sale, purchase, and joint venture transactions involving hospitals, ambulatory surgery centers, physicians, and other medical entities. She has deep experience and knowledge of the Anti-Kickback and Stark laws, which impact nearly all contracts and activities of health care providers. Lori helps clients recruit and retain the services of health professionals as owners, employees, and independent contractors; establish managed care contracts with government and commercial health plans; purchase or lease property and equipment; acquire electronic health systems; and otherwise perform business functions in the highly regulated health care industry.

### **A professional advisor for those in marketing and advertising and retail operations.**

After working in the marketing world for years, Lori has substantial experience in the marketing and advertising industry. She represents retail sellers, as well as those who are active in corporate sponsorships, such as sports teams. Understanding that deadlines are tight and approval is needed yesterday, Lori offers clients a quick turnaround and delivers effective solutions.

### **Your go-to attorney for contracts of all types.**

Lori helps individuals and businesses successfully develop contractual relationships to launch, maintain, and grow their businesses. She has a knack for writing contracts that clearly and plainly establish the negotiated terms to help ensure receipt of the bargained for items and services, guide implementation, minimize interpretation disputes, and limit her client's liability. Lori has a deep understanding of contract and industry-specific laws and the business operations of her client, which is apparent in the contracts she develops.

### **A focus on you, the client.**

Lori enjoys talking with her clients and learning about them and their companies. She focuses on effectively serving client needs by providing strategic and practical advice and promptly creating high quality work.

### **Representative Clients**

- Helzberg Diamonds
- Ballad Health
- Sunflower Neonatology Associates
- Advanced Dermatologic Surgery
- Matthew Daggett, D.O. and related group practice, management company, and surgery centers
- Quantum Health
- Centrus Health
- In Hand Health

### **Awards and Recognition**

- 2024 POWER List: Health Care Law, Missouri Lawyers Media
- 2021 Baron of the Boardroom, Kansas City Metropolitan Bar Association
- Best Lawyers in America, Health Care Law

### **Professional Affiliations**

- American Health Lawyers Association (Hospitals and Health Systems, Fraud and Abuse Practice Groups)
- Unicorn Theatre, Board of Directors
- Greater Kansas City Society of Health Care Attorneys, Past President and Current Member
- The National Toy & Miniature Museum, Former Board Chair and Former Director and Executive Committee Member
- Kansas City Direct Marketing Association (KCDMA), Past Director

### **Published Works**

- Lori's published works include articles for KCDMA, health law articles for Seigfreid Bingham, and Kansas City Medicine.



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### **Education**

University of Iowa, J.D., 1988,  
 Member, Iowa Law Review,  
 1987-1988  
 University of Iowa, M.B.A.,  
 1993  
 Creighton University, B.A.,  
 Finance, 1984

### **Admissions**

Missouri

### **Services**

[Corporate Law](#)  
[Mergers & Acquisitions](#)  
[Data, Privacy, and Technology](#)  
[Advertising, Marketing, and Promotions](#)  
[Health Care Law](#)  
[Sports and Entertainment Law](#)