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Geoffrey (Jeff) R. Kaiser is a partner at Rivkin Radler in Uniondale. Kaiser, who has extensive experience in the health care industry, concentrates his legal practice on health care fraud and regulatory compliance issues, white collar criminal defense, False Claims Act litigation, integrity monitoring, and internal investigations. Jeff is the head of the White Collar, Investigations and Compliance Advisory Practice Group.

The best advice for health care clients trying to stay off the radar screens of regulators is to prioritize compliance as an integral part of daily business operations, Kaiser said.

"Too often, clients think of compliance as something separate and apart, the cost of which is viewed as a necessary evil that must be paid in order to pursue valuable business opportunities," he said. "In reality, investing in compliance is the most effective way to help ensure that business opportunities are not derailed by government investigations that can inflict reputational harm, require enormous resources to defend and, in some cases, destroy an organization as a viable business concern or even result in criminal charges."

"Understanding the compliance risks hidden inside business opportunities likewise assists clients in appropriately evaluating health care transactions before making commitments that can result in enhanced compliance and business risks down the road," Kaiser said. "The last thing that any health care organization or practitioner should want is to stand out as an 'outlier' in the eyes of regulators as a result of business practices that may be viewed as 'suspect' or 'aberrant.' Embracing compliance, not as a necessary evil, but as a welcome and indispensable ingredient of a successful business operation, is the best way to protect against this risk. In today's regulatory environment, there simply is no other responsible choice."

Prior to joining Rivkin Radler, Kaiser served for nearly 10 years in the criminal divisions of the U.S. Attorney's Office for the Eastern District of New York and the U.S. Attorney's Office for the Southern District of New York. While at the Justice Department, he directed many white collar investigations and prosecutions, including with respect to health care fraud, securities fraud, mortgage fraud, mail and wire fraud, and bank fraud.

As chief of health care fraud prosecutions and deputy chief of public integrity in the Eastern District U.S. Attorney's Office, he directed investigations of fraud allegations against individuals and corporations. Kaiser also exercised oversight responsibilities within the Public Integrity Section and overall health care fraud cases within the Eastern District of New York.

Kaiser also served as a managing director with Navigant Consulting, Inc., a global services firm where he led teams performing internal investigations and integrity monitorships of individuals and organizations in the health care, construction, and transportation industries, and supervised a major forensic review of mortgage servicing practices by a national mortgage servicer. He also oversaw the implementation of anti-counterfeiting/brand protection strategies on behalf of global brand owners.

Kaiser earned a bachelor's degree, with honors, from the University of Virginia and a juris doctor from New York University School of Law.

A frequent writer and speaker on a range of legal topics, particularly health care fraud and compliance, Kaiser was named a Super Lawyer in the Metro New York area, 2012-2015. He is also an adjunct professor at St. John's University School of Law, where he teaches health care fraud. He is also co-chair of the hospital and health law committee of the Nassau County Bar Association.

Established in 1950, Rivkin Radler LLP — with offices in Uniondale, NY, New York City and Hackensack, NJ — has provided legal representation to a broad array of clients. Its 150 lawyers serve clients ranging from individuals and entrepreneurs to the Fortune 500. The firm achieves success, earns clients' trust and develops partnerships by delivering legal services that consistently exceed expectations.