



RACHEL M. NAEGELI

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ASSOCIATE

Rachel Naegeli is member of Kirton McConkie's International Practice Section and is affiliated with the Corporate Section. She is also a member of Kirton McConkie's Southern Utah Legal Services Section. Her practice focuses on assisting US-based companies operating and expanding abroad with the myriad and complex legal issues that arise in the areas of manufacturing and product supply, direct sales, consumer rights, data privacy, and employment. She also assists with healthcare licensing matters and federal healthcare fraud and abuse law compliance.

EXPERIENCE

Advise US companies looking to expand into Asia, Latin America, and Europe in the areas of permanent establishment, employment, B2C and B2B sales, and entity selection.

Design and assist with implementing cross-border sales strategies for companies seeing to expand their business presence in the European Union, including drafting the corresponding legal documents and policies.

Assist direct selling companies with navigating state, federal, and international laws and regulations that apply to compensation plans, distributor agreements, and company policies.

Research and analyze compensation arrangements and transactional documents between physicians, medical staff, and healthcare providers for state and federal regulatory compliance.

Provide guidance to US companies on compliance with laws implicated by the online collection, transmission, and storage of personal information; assist with GDPR compliance and Privacy Shield certification.

EDUCATION

University of California, San Diego, Graduate School of International Relations and Pacific Studies (since renamed School of Global Policy and Strategy), Master of Pacific International Affairs, with honors, 2004

Duke University School of Law, Juris Doctor, 2000

Duke University School of Law and Faculty of Law, Hong Kong University, Asia-America Institute in Transnational Law, 1998

Pepperdine University, Bachelor of Arts, Political Science, magna cum laude, 1997

ADMISSIONS & AFFILIATIONS

Bar Admissions: Utah 2018, California 2005

Affiliations: State Bar of California, International Law Section

Utah State Bar, International Law Section

Southern Utah Bar Association

American Bar Association, International Law Section

PUBLICATIONS & PRESENTATIONS

"GDPR Discussion: Compliance for Clients," with Timothy Anderson, Jones Waldo Business Section Quarterly Meeting, 2018.

"Help Your MLM Client Avoid Legal Pitfalls When Expanding Internationally," Utah Bar Journal, Vol. 29 No. 1, Jan/Feb 2016.

"A Visit to the 'Doctor's Office,'" St. George Health & Wellness, Jan/Feb 2016.

"What You Need to Know About Life Coaching," St. George Health & Wellness, May/June 2015.

"Domestic Violence and your Responsibility," St. George Health & Wellness, Nov/Dec 2014.

"International Employment Law," with Timothy Anderson, World Trade Center, Salt Lake City, June 2014.

"International Practice Awareness and Opportunities: China," with Timothy Anderson, Brett Ekins, and Marianne Sorensen, Utah State Bar, Spring Convention, March 2012.

"Legal and Tax Issues for Entering the China Market: Choosing a China Investment Vehicle," with Tim Anderson and Marianne Sorensen, Utah Valley University, Woodbury School of Business, Doing Business with China Conference, May 2012.

PRACTICE AREAS

INTERNATIONAL BUSINESS

HEALTHCARE

INTERNATIONAL DATA
PRIVACY

CONTRACTS

DIRECT SALES

GENERAL COUNSEL
SERVICES