

President's Message

Is Anybody Listening?



Your Board of Directors, your Strategic Plan Champions, your various committee volunteers, and your dedicated administrative staff all work tirelessly, on top of their personal responsibilities, to make the UVCA a fantastic chiropractic association. We are guided by our strategic plan, which, refined early last year, is centered on one main goal: Practice and Career Success. Yup, that's it, that's our only motivation: your success, our success, and success of our profession.

We make many decisions along the way. We choose educational options for our conventions and standalone seminars. We balance the conventions with a "something for everyone" approach. We provide professional updates and pertinent news on a vast array of topics from CBD to insurance audits to proper discounting. We monitor legislative issues and determine what issues to challenge or support based on what we believe is in the best interest of our members and the profession.

Percentage wise, there is just a small group of volunteers, plus staff, who are genuinely engaged in your Practice and Career Success. We want to believe that we are always making the best choices and decisions for our membership, the rank and file DCs of Virginia. Unfortunately, we can't be certain -- and we need your help.

Sometimes I wonder, "Is anybody listening?" That's because the feedback we get is scattered and limited. But now is a time when you can show us that indeed you are listening, and you are willing to share your thoughts. The board and other volunteers have been developing two specific surveys. The first is a demographic survey which will help us gather vital demographic data providing guidance toward meeting members needs based upon personal information like age, family, and style/stage of practice. The second survey is geared more toward measuring member satisfaction and the fulfillment of member's needs. The surveys are in final development and we will be requesting your input soon.

The success of an association is always based upon the engagement of membership. We have communication portals, especially via our listserve, VCAdocTalk; your District Director; your Executive Board; Julie and her great staff at the UVCA office; and my email is dbddc@cox.net. We are continuously interested in the thoughts and opinions of our members, and we are very interested in knowing what YOU think. Go ahead, click on my email, send me a quick note, and prove to me that, "somebody is listening."

David B. Dolberg, DC
 President, UVCA

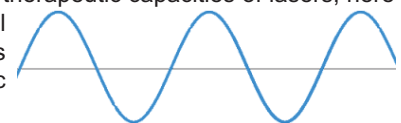
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Does Laser Wavelength Really Matter?

Nelson Marquina, DC, PhD

Wondering what wavelengths are best suited for a particular therapeutic laser effect? You aren't alone. Practitioners are sometimes encouraged to buy the highest-powered laser, when the capacity required for their applications is much less. Or a doctor may think that money is saved by using a low power laser or one with incorrect wavelength, when in actuality the tissue effect they hope to achieve is next to impossible with the time allotted for treatment. To help consider the choices and provide a better understanding of the varying therapeutic capacities of lasers, here is a brief summary of typical wavelength characteristics within the laser "therapeutic window":



- 650 nm – red laser, superficial tissue penetration, greatly absorbed by the capillary bed right under the skin; most effective for skin, acupuncture points
- 810 nm – continuous wave laser, good tissue penetrator, affinity with relatively rich vascular tissues such as muscles and gingiva; mild thermal effects when combined with superpulsed lasers (moderate alone)
- 910 nm – superpulsed laser, excellent

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Continued from page 1 tissue penetrator, affinity for most tissues, least thermal effects and highest

- pulse power
- 980 nm – continuous wave laser, excellent thermal effects, tissue penetration limited by thermal accumulation by tissue layers containing water
- 1064 nm – continuous wave laser, good tissue penetrator, affinity with relatively avascular tissues such as disc, tendons, ligaments, bone; mild thermal effects when combined with superpulsed lasers (moderate alone).
- Tissue penetration of continuous wave lasers are enhanced when used in combination with superpulsed lasers of sufficient average power. Remember that no laser, with any wavelength, is worth much unless it is effectively delivered with sufficient energy density or dose to the target tissue.

Dr. Nelson Marquina is the Chief Technology Officer of Laser Biotech International Inc. and a developer of photonic and bioelectromagnetic systems and treatment protocols. He is the author of chapters in integrative health books in the U.S. and Japan and conducts seminars and research presentations in North America, Asia and South America. He is a former Senior Scientist at NASA/Johnson Space Center and Director of Research at Logan University. He held positions with GE, Honeywell and Lockheed Electronics in technology development and management. Dr. Marquina earned a BS in mathematics, a MS in statistics, and doctoral degrees in systems engineering and in chiropractic. His company, Laser Biotech International, is a long-time supporting supplier member of the UVCA.



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OSHA Compliance Doesn't Happen by Accident

Ray Foxworth, DC, FICC, MCS-P

OSHA (Occupational Safety and Health Administration) was established to protect the health of American workers and works in conjunction with the Department of Labor. The guidelines and standards established by OSHA apply to all businesses in the United States, even your chiropractic office.

Recently, during a compliance seminar, the audience was quite surprised to learn that OSHA standards applied to their practices. To review the complete text of regulations, check out Title 29 of the Code of Federal Regulations (29 CFR). We will touch on a few of the requirements here.

1. Bloodborne Pathogens Standard (29 CFR 1910.1030).

Although all chiropractic offices don't routinely draw bloodwork or perform urinalysis, it is possible at any time for a patient to start bleeding from something as simple as a nosebleed or experience issues with bladder control. To prepare for those cases, training to control exposure is required for you and your team.

2. Hazard Communication (29 CFR 1910.1200).

This is typically referred to as the "employee right-to-know" standard. It requires that employers communicate potential workplace hazards to their employees. You must provide a written hazard communication manual, a list of hazardous chemicals (such as disinfectants, cleaning supplies, soap, etc.) used or stored in the office, and a copy of the Material Safety Data Sheet (MSDS) for each chemical (obtained from the manufacturer) used or stored in the office by OSHA. MSDS sheets are easily obtained online with a quick Google search.

3. Ionizing Radiation (29 CFR 1910.1096).

If your practice has an x-ray machine, then this standard applies to you. You are required to have a survey of the types of radiation used in the facility, including x-rays. You must have restricted areas to limit employee exposure. Employees working in restricted areas must be properly trained, certified, and wear personal radiation monitors such as film badges or pocket dosimeters, and any rooms having this equipment may need to be labeled and equipped with caution signs.

4. OSHA Poster and General Safety.

Every workplace must display the OSHA poster (OSHA Publication 3165), or the state plan equivalent. The poster must be placed where all employees will see it. You can download a copy or order one free copy from OSHA's web site at www.osha.gov or by calling (800) 321-OSHA.

5. Emergency Action Plan (29 CFR 1910.38(b)).

The purpose of the EAP is to provide written documentation that outlines employee and employer actions during a workplace emergency. If fire extinguishers are required or provided in your workplace, and if anyone will be evacuating during a fire or other emergency, then OSHA's [29 CFR 1910.157] requires you to have an EAP. It should include step-by-step procedures along with escape routes.

OSHA is one of the only regulatory agencies that goes out of its way to make regulatory requirements easily accessible. You can find sample programs, training, and other

Continued on page 4



Continued from page 3 resources, to help you become OSHA-compliant. Make a list, bookmark the OSHA web page, and take time each week to work on making sure your practice meets these standards.

While most all of us went to chiropractic college just to help people, we must understand that we are in one of the most regulated environments in the country. That's not a good thing, or a bad thing, but it IS a thing. It is frustrating to feel like we are in practice to comply with regulations but we're not. We are in practice to help people. But to do so, we must help ourselves by knowing what is expected of today's healthcare providers.

Dr. Ray Foxworth is a certified Medical Compliance Specialist and President of ChiroHealthUSA. A practicing Chiropractor, he remains "in the trenches" facing challenges with billing, coding, documentation and compliance. He has served as president of the Mississippi Chiropractic Association, former Staff Chiropractor at the G.V. Sonny Montgomery VA Medical Center and is a Fellow of the International College of Chiropractic. You can contact Dr. Foxworth at 1-888-719-9990, info@chirohealthusa.com or visit the ChiroHealthUSA website at www.chirohealthusa.com. Join us for a free webinar that will give you all the details about how a DMPO can help you practice with more peace of mind. Go to www.chirohealthusa.com to register today.

Cigna, Chiropractors Could End Benefits Suit With \$12M Deal

Your Call to Action

Cigna and American Specialty Health Inc. recently agreed to an \$11.8 million settlement that will resolve a nearly seven-year dispute with a proposed class of chiropractic care centers over certain denied benefit claims, as long as a Pennsylvania federal judge signs off on the deal.

The apparent settlement resulting from the class action lawsuit against Cigna/ASHN is just one step in ensuring consistent patient access to chiropractic care throughout our country. There is still much work to be done – legislation at the state and federal levels; clear, pro-patient regulations; grass roots public awareness campaigns on Conservative Care First, Chiropractic and clinical practice guidelines that recommend the services DCs provide; and, through efforts like our 3-state association-owned IPN.

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Dr. D. Dolberg, Family Chiropractic of Springfield

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The Unified VCA's health insurance benefit program is specifically designed for small business owners and chiropractic practices.

For an overview; an easy form for a free no-obligation quote; or contact information for an agent to talk to about your needs, go to www.virginiachiropractic.org and click on the green box.

In the Cigna/ASHN case, it took SEVEN years to bring justice – and I would argue not enough justice – to an abusive third party payer and benefits manager. Our efforts to promote the East Coast Associations Independent Provider Network (ECA-IPN) continue. We will reach out to payers and to other potential markets, to help ensure greater access to chiropractic care for patients, and likewise ensure greater value delivered back to the providers who deliver such vitally important services to patients.

So, as a Doctor of Chiropractic, what is YOUR call to action? If you have a patient or friend who is a business owner, or in HR of a business (including an insurance company or TPA or benefits manager) and they are self-insured, and they want to improve the health of their

employees and drive down costs, please introduce them to Dr. Eric Osterberg at osterberg@securecarecorp.com We need an army of committed professionals to advance our profession and patients' interests!

Thank you!

Dr. Jay Greenstein
ECA-IPN President



HF Hill & Associates Celebrates 30 Years

The Unified VCA congratulates Hugh Hill on his company's 30th anniversary of providing superior equipment sales and service to the chiropractic profession!

Hugh started working as a sales representative with VDI Therapeutics in April of 1989. While VDI did not survive marketplace challenges, Hugh opened his own company shortly thereafter. Since then, he has built a thriving business with loyal customers.

Hugh has been a supporting supplier member of the chiropractic state association since the beginning. He has been recognized as the VCA's Supplier of the Year and consistently supports the organization through membership, advertising, exhibiting at convention, and more. He has regularly provided speakers, sponsored meetings, and donated items for the UVCA's annual legal/legislative fund prize raffle, silent auction, and recruitment campaigns. His generosity can not be matched.

Following are just a few comments from Hugh's many fans...

"Hugh has always been a great resource for all of our clinics. He is very responsive and always willing to help whether it is a phone call or a trip to our clinics. He and his team are always friendly faces in our offices!" -- Dr. Jennifer Rathmann

"Having known Hugh Hill, for about 11 of his 30 years in business I can say he is definitely NOT over the Hill. Yes, business may have its HyLo's but that is when he puts on the Traction like a Chattanooga choo-choo. When a doc is in need he becomes a super hero...I mean X-ray vision, Ultrasound hearing, and Laser blasters...this guy and his team are cool! The Avengers is taken but we can call them "The Adjusters". And,



when things fall apart, it's Doug to the rescue. In my experience... if I can break it... he can fix it. If you're looking at buying a table or other equipment you will find that, at

HF Hill, the Brice is right. He could sell a snow cone to a snowman...of course, that is ONLY if the snowman really needed to ice that missing carrot nose. Keep in mind that in every great company there needs to be someone who keeps the lid on all of this energy and provides the calm needed, whether you're just looking or signing the purchase papers...that would be Pam. Her smile lights the room, even if Hugh forgets to turn them on in the showroom.

All of that said, the people who are HF Hill are honorable, caring, generous and down-to-earth great people to know and

to do business. I am honored to be counted among their friends. Wishing you a Happy 30th Anniversary and many prosperous years ahead." -- Dr. Matt Schrier

"Hugh Hill has been a friend to the UVCA and to just about every UVCA member for many years.

We are so fortunate to have Hugh, and his great company HF Hill, centrally located near Richmond, nearly at the mid-point to most UVCA member offices. Got a maintenance issue with equipment, ask Hugh. Need something special, something fast, something fixed; ask Hugh.

Hugh is generous and a great supporter of our profession. I am honored and delighted to consider Hugh Hill my friend and my colleague." - Dr. David Dolberg

"I've done business with Hugh since I started into practice. They have always provided great friendly customer service and excellent value! Thanks, Hugh!" -- Dr. Sam Spillman



Watch for exciting information regarding a new UVCA member benefit!



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Brain Health & the Pontomedullary Reticular Formation (PMRF)

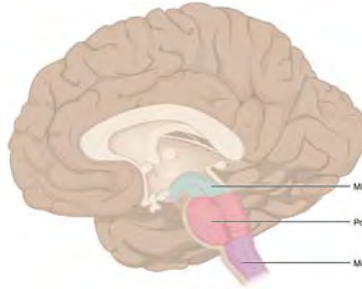
James A. Munse, DC, DACNB, MA

When most of us think about the brain – we tend to visualize the cerebral cortex and its control of voluntary motions produced by the contralateral side of the body. However, only 10% of the output from the cerebral cortex extends past the brainstem and into the spinal cord to synapse with neurons that influence volitional movement. In fact, approximately 90% of cortical activity is involved in modulating the function of the nervous system. And the cortex modulates the nervous system via its influence on the brainstem (which is composed of three regions known as the midbrain, pons, and medulla oblongata). Approximately 10% of these cortical fibers involved with this modulatory effect are routed bilaterally to the midbrain, and the remaining 90% are routed ipsilaterally to a region in the pons and medulla known as the “pontomedullary reticular formation” (PMRF). Therefore, most cortical output is linked to the PMRF. As such, maintaining the integrity of the PMRF is critical for brain health and consequently our well-being and vitality. This article will highlight the clinical findings associated with PMRF dysfunction and discuss how we (as chiropractors) can use this information to guide patient care.

So what does the PMRF do? There are four main functions associated with the PMRF, and I will briefly list them here: a) ipsilateral inhibition of pain, b) establishes ipsilateral muscle tone, c) inhibition of anterior muscles above T6 and posterior muscles below T6 (ipsilaterally), and d) ipsilateral inhibition of the sympathetic nervous system. As you likely inferred from above, there is a “right” and a “left” PMRF in their respective sides of the brainstem – each exerting influence on the ipsilateral side of the body.

Now let's look at clinical findings associated with PMRF dysfunction. A patient may complain of pain on one side of the body – or you have noticed that specific patients tend to have symptoms, discomfort, and tenderness that is consistently more pronounced on one side of the body. This could be due to decreased PMRF activity on that side because the PMRF inhibits ipsilateral pain and sympathetic activity (increased sympathetic tone increases the sensitivity of pain fibers). Also, if a patient tends to consistently experience chronic sprains and tendonitis on one side of the body – this could involve the PMRF because its dysfunction results in decreased muscle tone within that side of the body. As such, injuries tend to occur because poor muscle tone results in increased stress and tension being placed on the ligaments and tendons (as the muscles are unable to effectively stabilize the joint – especially in response to quick, unanticipated movements). Patients with PMRF dysfunction will also display postural changes, which consists of an internally rotated arm and protracted shoulder in addition to external rotation of the leg and foot (both arm and leg postural changes occurring on the same side). And finally – patients will exhibit features associated with increased sympathetic activity on one side of the body versus the other. Here are a few findings associated with increased sympathetic activity that are relatively easy to observe – and for these findings, you should compare each side of the body and note which side this occurs on: increased pupil size, moist and/or cold extremities, and increased blood pressure.

As an example – let's say a patient presents to your office and complains of symptoms primarily occurring on the right side of their body. They also have a history of frequent sprains and tendonitis (most of which on the right side). Upon observation – you notice that their right arm is internally rotated, and their right pupil is larg-



er than the left. As you review their vitals – you notice the blood pressure in their right arm was slightly higher than the left. Upon palpation – you notice increased sensitivity on the right side of their body. An explanation for these findings (or at least some of them) is that the patient's PMRF on the right side is dysfunctional. Therefore, we can assume that their right cerebral hemisphere is doing a poor job of modulating the right PMRF (because the cerebral hemispheres modulate the ipsilateral PMRF).

As chiropractors – how can we treat patients that seem to have clinical findings associated with PMRF dysfunction? Once you've identified the side of PMRF dysfunction – you add treatment interventions that boost the activity of the corresponding cerebral hemisphere. This is because the ipsilateral cerebral cortex exerts a strong modulatory influence on the PMRF; remember – most cortical output is routed to the PMRF. As such – like in our example – you would want to increase the activity of the right cerebral cortex to better improve the modulation of the right PMRF. So what can we do to activate the right cerebral cortex? You could adjust the left side of the spine, adjust and/or mobilize the left extremities, and/or provide proprioceptive input to the left side of the body via therapeutic modalities – this is because sensory input from the left side of the body ultimately feeds into and activates the right cerebral cortex. Furthermore, chiropractic adjustments stimulate mechanoreceptors – and activation of these receptors exerts a strong stimulus on the contralateral cerebral cortex (parietal lobe). However, it should be noted that the sense of smell stimulates the ipsilateral cortex – in fact, olfaction is the

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Continued from page 7 only sensory input that does not travel through the thalamus on its way to the cortex (it's essentially "hardwired" to the cerebrum). As such, olfactory stimulation under the right nostril would activate the right cortex. There are also specific eye exercises and movement patterns that could be implemented (if you chose to do so) but a description of those is beyond the scope of this article. The goal of this article was to provide a basic understanding of the PMRF and its clinical implications – and to offer an additional viewpoint that may influence patient care.

James A. Munse, DC, DACNB, MA of Chantilly Chiropractic Center in Chantilly, Virginia earned his Bachelor's and Master's Degrees from George Mason University and his DC Degree from Palmer Chiropractic. Dr. Munse is a Diplomate of the American Chiropractic Neurology Board, which he earned through the prestigious Carrick Institute for Graduate Studies. He is proficient in Full Spine Diversified



(Palmer Package), Gonstead, Activator, Thompson, Extremity Adjusting, Flexion-Distraction, and Functional Neurology diagnosis and rehabilitation. In addition to full-time practice, Dr. Munse serves as an adjunct professor at George Mason University and an assistant coach for the Westfield High School varsity football team. He can be reached at jamunse@gmail.com.

Chiropractic Billing: BSBC Code 97140 Denials

Background Information & BCBS Claims Processing Protocol for Chiropractors Regarding Code 97140 By ACOM Health

If you're a chiropractor or in-house biller who is frustrated with denied claims, you're not alone. Our billing experts have received lots of inquiries over the past year regarding denials from BlueCross BlueShield (BCBS) for certain services rendered and billed. We want to assist you in dealing specifically with code 97140 and the claims edit process. But first, here's a little background on the subject.

BCBS Claims Processing Protocol:

A claims processing protocol was instituted by BCBS in November 2017, ("code-auditing enhancement" via "clinically validating modifiers") that began denying some providers' claims on codes that require the modifiers 25 or 59 (including XE, XS, XP, XU).

BCBS has indicated that it is designed to identify medically unnecessary evaluation and management (E & M) services and manual therapy services (CPT® Code 97140) to curb the practice of some providers of performing and/or billing E & M services at every visit, as well as the practice of routinely providing 3-4 units of massage billed under 97140, when these services are not medically necessary.

Claims Edit Process Applicable to Network Providers:

- The claims edit will look for "clinical validation" for modifiers 25 and 59 to validate the way modifier use is supported. This initial stage of clinical validation does not include medical records review.

Continued on page 9

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- Nurse claims analyst reviews the claim history for that patient. If, in the judgment of the analyst, the patient claims history warrants use of the edit, it will be applied to that claim and the service will be denied. If the patient's claim history shows a certain frequency of procedures for that patient, the edit will be applied and the claim denied, even if some of the procedures were performed by a physician other than the one submitting the current claim.
- Every BCBS member-patient is treated differently, depending on claims history.
- The provider who receives a denial under this claim edit may submit a Claim Inquiry/Request for Reconsideration or appeal, or both, and submit medical records for review.
- A claims inquiry is not an appeal; it is a provider inquiry, and if the provider wants a claims inquiry, he or she should ask for a reconsideration
- EOB denial language that informs the patient the claim is denied because the provider used incorrect coding or that the benefit is included in payment for another service, aka "bundled". Nowhere do they indicate that this requires review of history and reconsideration. BCBS acknowledged that the language could be questioned, so they will be making changes
- In addition, providers still have the option of filing an appeal (in addition to a claim inquiry) within 180 days of the denial. The actual difference between a claims inquiry and an appeal remains vague, other than the claim is routed to a different (more appropriately staffed) department and does not impact the ability to take all appeal steps on a claim.

Ensuring a Safe Return to Practice

The **Virginia Health Practitioners' Monitoring Program (HPMP)** is here to help healthcare professionals with a substance use disorder or mental health or physical condition that may be impairing. The mission is to provide an alternative to disciplinary action for impaired practitioners by providing comprehensive and effective monitoring services toward the goal of each participant's return to safe, productive practice.

The Department of Health Professions (DHP) contracts with the Department of Psychiatry at the Virginia Commonwealth University Health System to provide confidential services for health practitioners enrolled in the HPMP, including:

- **Intake** to determine program eligibility
- **Referrals** to providers for clinical assessment and treatment
- **Monitoring** of treatment progress and clinical practice
- **Toxicology screening** for alcohol and/or drugs when indicated

Eligibility for Services

In order to be eligible for participation in the program, you must hold a current, active Virginia license, certification or registration issued by one of the regulatory boards of the Department of Health Professions. You may also be eligible for up to one year if you are:

- Applying for licensure, certification or registration for the first time
- Applying for a reinstatement of your license, certification or registration

The **HPMP Orientation Handbook** provides further details about the HPMP program and monitoring process. The handbook is available online at www.dhp.virginia.gov/hpmp.

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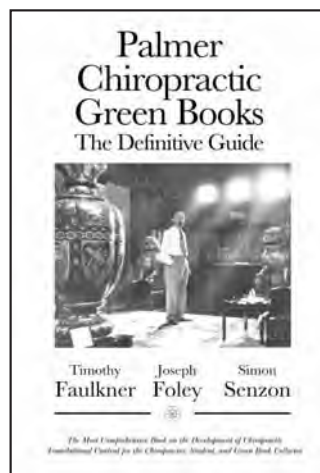


UVCA Member Dr. Joseph Foley Publishes New Book

Dr. Joseph Foley, UVCA Legislative Committee Chair and VSC Past President, has co-authored a newly published book entitled, "The Palmer Chiropractic Green Books: The Definitive Guide." Dr. Foley's book, written with Drs. Timothy Faulkner and Simon Senzon, is considered by many to be the most comprehensive book on the development of chiropractic.

The Palmer Chiropractic Green Books are the foundation of the chiropractic paradigm and the original source of chiropractic science, art, and philosophy. The 584-page Definitive Guide contains more than 600 color images and provides a philosophical, theoretical, and historical overview of

the classic Green Books. The book includes historical details and core philosophical models from the early leaders of the Palmer Chiropractic School in Davenport, Iowa. The leaders include D.D. Palmer, founder of chiropractic; B.J. Palmer, developer of chiropractic; and Palmer Chiropractic School faculty such as John Craven, Mabel Palmer, James Firth, and R.W. Stephenson. The philosophy of chiropractic was originally defined by these chiropractors. The Definitive Guide



was written primarily for the chiropractor, student, and Palmer chiropractic Green Book collector.

The 16-page introduction can be found at <https://www.institutechiro.com/green-books/>. The book can be purchased at <https://www.institutechiro.com/product/palmer-chiropractic-green-books/>.

Dr. Foley practices with his wife, Dr. Diane DeReu-Foley, in Salem, Virginia. He can be reached at BonesDC@aol.com.

A True Story for Chiropractic

www.TheCallingMovie.com

A young college-aged man about to graduate is frustrated with the direction of his life and drops out to chase after his newly discovered calling in life. Together with his fiancée, they risk convention and open up a Chiropractic practice. Watch as they experience the struggles many DCs encounter in practice and follow along to see the impact of Chiropractic on one patient's life.

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Getting Paid in Personal Injury

Dedicated to our UVCA members so they can better perform in the Personal Injury arena.

By Bill Thesier, DC

Question I have a patient involved in an auto accident that utilized her MedPay. They covered most but not all charges at our full rate (patient asked us not to bill her health insurance policy). She then asked us to send all medical expenses to the at-fault driver's Progressive insurance policy for coverage due to the auto accident. Progressive repriced all the claims and is about to send payments to us based on their negotiated rates. We have an AOB on file. Am I allowed to still collect my full rate for the the all claims (paid by MedPay or not) or must I follow the Progressive rates? If I must follow Progressive's rates, will that just be for the claims MedPay did not cover? What do I do with the access payments since technically we will be paid twice for a portion of some claims?

Answer First, you must check with Progressive to see why they repriced your bills to see if you are on some silent PPO contract. If you are not, or on one by the carrier's mistake, you can collect the remainder from the patient. There is no fee schedule with PIs so repricing is not normal nor something you must accept unless you are on some silent contract you inadvertently agreed to. Any over-payments you receive will go to the patient, not back to the carriers.

Question I had a patient who was in a crash in Texas, moved to Virginia, received care while here, and then returned to Texas. She had an attorney in Texas and we sent him the AOB and notice. We learned seven

months after the fact that the case settled and we were not paid anything. We have reached out to the firm and the patient. When I spoke to the attorney he "promised" he would contact the patient to make sure she paid us. We've heard nothing and have gotten zero response from any continued communication by phone or letter. Can you tell me what options I have now? Do I pursue the attorney who didn't follow the AOB or the patient?

Answer You pursue both. File a complaint with the Texas State Bar against the attorney. Most State Bars have the same or similar rules as Virginia and the attorney will potentially loose his license to practice -- which will get him motivated to get you paid. At the same time, file suit against the patient and check with your attorney to see if they will file a suit against the attorney, as well. Some will and some won't. Write them both letters telling them what you are about to do, that you are giving them ten days to pay you, and if you file suit they will be responsible for interest and court fees. Send the letters certified with return receipt. If it goes to suit all contact with them will stop and it will be in your attorney's hand from then on.

Want more? Personal Injury Training Institute is making its comprehensive, proven online training and consulting available to UVCA members at a special rate -- but only through May 31st! See details on pages 16-17.



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 Shannon Breeding DC
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 Philip Connolly DC
 Camille D'Amato DC
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 Joseph Kennedy DC
 Elizabeth Koch DC
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 James McLelland DC
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 Theresa Neiss DC
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Christopher Perron DC
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 Anne Pinto DC
 Robert Pinto DC
 Richard Reinhold DC
 Andrew Reno DC
 Brad Robinson DC FICA
 William Roodman DC
 Nisha Saggarr-Patel DC
 W Jean-Luc Sansfaute DC
 Theodore Savvas Jr DC
 Joanne Schmit DC
 Matthew Schrier DC
 J Randall Short DC
 Elizabeth Skorupa DC
 Lonnie Slone DC
 William Sonak DC
 Samuel Spillman DC
 Christine Stewart DC
 Robert Stickle DC **NEW!**
 Lawrence Svihla DC
 Susan Sweeten DC
 Carly Swift DC
 Eric Terrell DC
 Robert Thoma DC
 Nguyen Tran DC
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“District Connections” Provide Knowledge & Camaraderie Across the State

District V-E - Southeast Virginia

On Friday, February 22, district director Dr. Carly Swift hosted a lunch at the Gordon Biersch Brewery Restaurant in Virginia Beach. Chirocenters Management Corporation sponsored the event, with Ms. Marilyn Porras providing Billing Tips and FAQs.

District II-N&S - Northern Virginia

On Thursday, March 14, district director Dr. Shawn Keegan hosted a dinner at Solace Brewery in Ashburn, Virginia. Purview Medical Imaging sponsored the event.

District IV-E - Richmond Area

Also on Thursday, March 14, district director Dr. Eric Carlsen hosted a dinner at The Grapevine Restaurant in Richmond. Christopher Proulx, DC, PhD, ATC, CSCS presented on “Improving Patient Outcomes with Laser Therapy.”

District I-W - Charlottesville Area

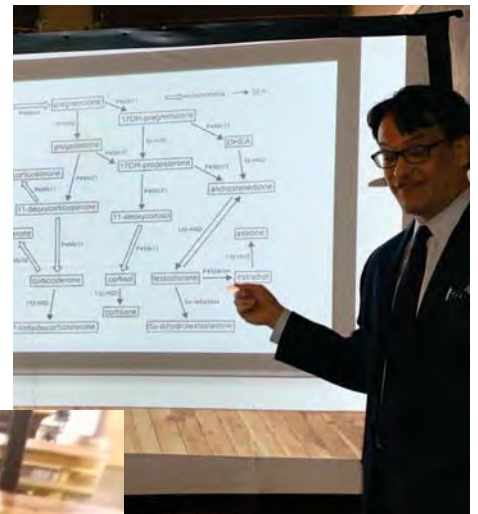
On Friday, March 22, district director Dr. Sam Spillman hosted a lunch at Shebeen Restaurant, sponsored by ChiroOneSource. David Nielson, DO from Charlottesville Orthopaedics presented on “Injections: Indications, Contraindications & Efficacy.”

District III-E&W - Southwest Virginia

On Tuesday, April 9, district directors Dr. Jennifer Rathmann and Dr. AJ LaBarbera hosted a lunch at 419 West, Roanoke. Sponsored by Insight Imaging Roanoke, Robert O’Brien, MD presented “PRP Injections and H & Ps for Chiro Consults for Therapeutic Injections.”

COMING SOON!

For upcoming district meetings in your area, see the Calendar of Events on the last page of this issue.



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Unified VCA CBD Task Force: Summary of Status of CBD Products

The CBD task force was formed at the request of UVCA President, Dr. David Dolberg. The stated purpose of the task force was to develop a summary of the status/legalities of CBD products in Virginia for Chiropractors, to include what is clearly legal, what is clearly not legal, and where the discrepancies in law and gray areas lie. It was led by Dr. Scott Banks.

Questions regarding the legal status have been discussed on Doc-Talk and highlighted a wide range of opinions and interpretations among our membership. There has perhaps been a feeling that the only issue involved was the status of hemp derived products under federal statutes and that concern was relieved with the passage of the 2018 Farm Bill which removed hemp from restricted drug status.

Per the task force's report, which was disseminated to UVCA members on February 18, while that bill did remove hemp products from the concern of recommending a legally restricted product there are other layers of regulation that still remain a challenge. The first is FDA regulation. When the Farm Bill passed the FDA released a statement clarifying their stance that CBD products still fall under their restriction at this time and are not approved for use in foods including nutritional supplements. The quote from that statement is below:

"Additionally, it's unlawful under the FD&C Act to introduce food containing added CBD or THC into interstate commerce, or to market CBD or THC products as, or in, dietary supplements, regardless of whether the substances are hemp-derived."
<https://www.fda.gov/NewsEvents/Newsroom/PressAnnouncements/ucm628988.htm>

Hemp seed products have been approved for food use and have generally recognized as safe (GRAS) status under the FDA. They, however, do not contain inherent CBD and are of little use for the phytocannabinoid activity. They were approved for their omega-6 and omega-3 fatty acid content.

The FDA has stated they do not classify CBD as a dietary supplement as it is already being studied as a drug. They do comment that this whole issue is being reappraised but have offered no guidance as yet to how or when that will occur.

The FDA is very specific about not allowing any claims of health benefit with products that have not undergone review by them and have been approved for such claims. No approvals have been made regarding CBD supplements.

The other area of concern regarding the recommendation of CBD products by Doctors of Chiropractic lies with the Commonwealth of Virginia and the Board of Medicine. The UVCA had asked for an informal opinion and the response was that they would likely default to the federal statute. This was, however, before the Farm Bill passed and how that passage would affect their current stance is unknown.

Virginia had also passed legislation regulating the use of CBD oil prior to the passage of the Farm Bill. It defines what is covered as: "Cannabidiol oil" means a processed Cannabis plant extract that contains at least 15 percent cannabidiol but no more than five percent tetrahydrocannabinol, or a dilution of the resin of the Cannabis plant that contains at least five milligrams of cannabidiol per milliliter but not more than five percent tetrahydrocannabinol.



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This statute restricts prescription of these products to MD/DO practitioners who are registered with the Board of Pharmacy for this specific application. No clarification of this has been issued regarding standard CBD products used as nutritional supplements that contain <0.3% THC or how the BOM would look at all of this. In summary, the prescription of CBD products is no longer restricted by federal drug statute. The FDA has traditionally not become involved in enforcement of policy at the individual practitioner level. That pattern is no guarantee that they will not on this issue, and it falls to the individual practitioner to make that assessment. What is well defined is that the FDA is very clear on not making claims of benefit for any condition that such claims have not gone through their approval process. CBD supplements have not undergone such review nor have they been approved for any health claims. It is also unknown how the BOM would handle a complaint regarding the use of CBD oil with a patient as such as case has not occurred. This will likely be resolved by such as case coming before the BOM at some point. Asking for a "pre-emptive" ruling on this has both pros and cons.

Many practitioners have reasoned that the broad availability and use of CBD oil by the public suggests that it would not create a concern for a practitioner. The fact that practitioner behavior is regulated may create a situation where we are held to a different standard than the public.

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UVCA Members Enjoy Big Savings on Complete, Proven PI Training

On March 30th, Dr. Jeffrey States and Dr. Jay Shetlin conducted a one-day seminar Improved Outcomes in Personal Injury Cases. Literally 100% of the survey respondents gave the program the highest rating possible.

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- PI Health Care Timeline
- States PI Law Review
- Cervical Acceleration – Deceleration (CAD) Diagnosis/ Treatment Protocols
- (Croft Guidelines)
- Whiplash Basics
- CAD & Associated Conditions
- Traffic Injuries – Crash Forces & Human Injuries
- Pain Rules by Hogan
- PI Communications & Report Primer, Becoming a PI Expert

Class II:

- Outcome Measures
- PI Case Documentation Procedures
- PI Paperwork SOAP Notes
- Low Energy Collisions Biomechanics
- Medical History Form
- Fast PI Report Writing
- Record Request Processing Quick, Cheap & Easy
- Report of Findings
- Anatomy of a PI Case

Class III:

- Physical Examinations
- Strengthening Your PI Radiology & Reports
- Penning Method & AMA Translation
- PI \$ Anatomy
- Motor Vehicle Collision Occupant Injury Risk Factors
- Referring Drs. & Special Tests
- Addressing Insurance Schemes & other PI Solutions
- Defense Medical Examination's aka IME's
- High vs Low Energy Crashes Vehicle & Occupant Biomechanics
- Minor Impact Soft Tissue (MIST) Hype
- Automobile Crash Reconstruction & Biomechanics

Class IV:

- Depositions, Arbitrations & Court & Legal
- Attorneys & Physicians Relationships
- Air Bags & Injuries

- Success in Small Claims Court
- Malingering
- Colossus & Insurance Bodily Injury Software
- Find the Bullet Vehicle

Class V:

- Causation (Medical, Legal and Scientific approaches)
- Apportionment (Who, What, When, Where and How)
- AMA Guides 6th Ed - Impairment Ratings for the Spine
- Intrusion Crash Dynamics
- Objective Evidence
- Module 1-4 Crash Reviews
- Module 1-3 Trials Reviews
- Final PI Thoughts

**More Info.
Next Page!**

For a special registration form with the UVCA member discount, contact the UVCA office at 540-932-3100 or email admin@virginiachiropractic.org.

If you have any questions about the program, contact the Personal Injury Training Institute at 801-288-9539, x2 -- or visit with him at the upcoming Spring Convention in Richmond!

Dr. Jeffrey A. States coaches chiropractic physicians and plaintiff attorneys in personal injury problem resolutions and building PI practices. He is the lead instructor and consultant for the Personal Injury Training Institute, providing consulting, instruction, products and training for day-to-day personal injury practice needs – all designed to help doctors and attorneys work together for better outcomes.



Dr. States has been a research assistant in real car crash research. He has authored articles and books and lectured on MVC occupant injuries. He is certified as follows: Disability Analyst, Board Certified Impairment Rater, Advanced Certified in Cervical Acceleration/Deceleration Injuries, Low Speed Rear Impact Automobile Collision Reconstruction, Automobile Crash Forensic Risk Analysis, and Functional Capacity Evaluations.

Dr. States founded Personal Injury Training Institute in 1996. He graduated from National University of Health Sciences and is a fourth generation chiropractic physician. He was in active practice in Utah for 18 years. Now he performs second opinions, board certified impairment ratings including special evaluations of workers compensation and personal injury trauma patients. Dr. States' current work is used in personal injury and workers compensation case management, settlement procedures including negotiations, trials, hearings, arbitrations and mediations.

Dr. States works with DCs and their offices, as well as private PI businesses. He teaches attorneys, physicians, lay individuals and insurance company employees around the country about Motor Vehicle Collision Occupant Injuries (MVCOI). In addition to organizations such as chiropractic and medical schools, he has presented for legal organizations such as the Workers Compensation division of the Utah Association of Justice. He has successfully testified in many MVCOI and workers' comp cases. He was a reviewer of the Utah Labor Commission Impairment publication and is the immediate past president of the North American Academy of Impairment Rating Physicians.

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Virginia Chiropractic Political Action Committee

2019 CONTRIBUTORS AT 4-15-19

Robert Bowie Society (\$1000+)

Dr. Michael Amato
Dr. David Dolberg
Dr. Bibhu R. Misra
Dr. Mathias M. Pastore
Dr. Minesh Patel
Dr. Nisha Sagggar-Patel
Dr. Chris Perron
Dr. Matthew Schrier

Dr. Sam Spillman
Dr. Steven Trauben
Dr. William Ward
Quintessential Chiropractic (Dr. Katrina Mayes & Dr. Tess Graf)

Gold (\$600-999)

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Continued on page 19

CPAC of Virginia THE FUTURE OF CHIROPRACTIC STARTS WITH YOU

Chiropractic Political Action Committee of Virginia

Legislative issues will have a major impact on the way Doctors of Chiropractic practice and conduct business. Contribution to the CPAC of Virginia is not tax deductible as a charitable contribution. Please complete the following information required by law below.

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Continued from page 18

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Dr. Wade Quinn

Know a Virginia Legislator?

Help C-PAC build its key contacts list!

If you have any legislative contacts or questions about Virginia C-PAC, please email vacpacoffice@gmail.com.

Dear Doctor:

Virginia Chiropractors face many challenges as we strive to provide quality health-care for the communities we serve. To that end, it is important that we have a strong voice. As you know, the Virginia Chiropractic Political Action Committee (CPAC) is a nonpartisan organization dedicated to advancing Chiropractic and general health concerns in the legislative arena. CPAC ensures that those who write the laws and regulations impacting your practice have the facts to make informed decisions.



As healthcare advocates and professionals, we can play an active role in electing healthcare-minded legislative candidates who understand the fundamental role that chiropractors play in the health of their communities and appreciate our concerns. We can do this by supporting the CPAC. Your contribution can help prevent costly, intrusive and restrictive legislation that can ultimately affect your bottom line and, more importantly, the health of your patients.

2019 will be a critical election year as every seat within the Virginia House and Senate will be contested. We must step up and support policy makers who are advocates for our profession.

I encourage you to join your colleagues and contribute \$100, \$250, \$500 or more to CPAC. Truthfully, no contribution is too small -- but I encourage you to be as generous as possible. Decisions made by state law makers have an enormous impact on what we can and can't do as healthcare providers.

Contributions to CPAC can be made:

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One More Step Wellness Center
Charlottesville, Virginia
Phone: 434-922-1900
dradams@onemorestepwellness.com
Member Type: First Year DC
Referred by: Dr. Michael Amato

Backus, DC, Adriana

Balance Sport & Spine
Arlington, Virginia
Phone: 202-674-0644
abackusdc@gmail.com
Member Type: Fourth Year or More DC
Active Release Technique,
Activator, Sacro Occipital
Technique

Barnett, DC, Kayla

Harbour Pointe Chiropractic &
Wellness Center
Midlothian, Virginia
Phone: 804-739-7700
drbarnett@chirocenters.com
Member Type: Second Year DC
Webster
Referred by: Dr. Michael Placide

Berube, DC, Robert

Ariya Family Chiropractic Center
Richmond, Virginia
Phone: 804-288-1005
rberube@ariyachiro.com
Member Type: Premier DC

Blackton, DC, Stephanie

Ruckersville, Virginia
Phone: 434-466-1505
Member Type: Retired DC

Butkovich, DC, Sara

Matthews, North Carolina
Phone: 770-624-9770
smbutkovichdc@gmail.com
Member Type: Out of State DC
CBP, Diversified, Drop
Techniques - Thompson,
Extremity Adjusting, Activator,
Webster
Referred by: Dr. Matt Schrier

Davis, DC, Joseph LOST TREE HEALTH Wilmington, North Carolina

Phone: 910-686-4545
backattack910@gmail.com
Member Type: Allied
Supplier
Product/Service:
Health Products,
Supports, Herbal
Supplements

Dillon, Michael LIVING WELL PRODUCTS DIRECT

West Palm Beach,
Florida
Phone: 800-699-0960
livingwellproducts@yahoo.com
Member Type: Allied
Supplier
Product/Service: Air
Purification

Fernald, DC, Stephanie

Chiropractic & Family Wellness
Midlothian, Virginia
Phone: 804-594-1998
steph.e.fernald@gmail.com
Member Type: First Year DC
Diversified, Drop Techniques-
Thompson, Extremity Adjusting,
Flexion-Distraction - Cox,
Full Spine, Graston, Impulse,
Myofascial Release

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Sentara
Virginia Beach, Virginia
Phone: 732-841-2665
Hcarol27@hotmail.com
Member Type: First Year DC
Active Release Technique,
Decompression, Diversified,
Drop Techniques, Extremity
Adjusting, Flexion-Distraction
- Cox, Full Spine, Graston,
Activator, Myofascial Release

Marshall, Rachel THE MONEY ADVANTAGE

Chesapeake, Virginia
Phone: 757-410-4678
rachel@themoneyadvantage.com
Member Type: Allied
Supplier
Product/Service:
Help business owners
find & fix money
leaks & leverage
alternative savings
strategies
Referred by: Dr. Carly Swift

Moore, Susan
ASEA (Presented by
Natural Alternatives
for Healing LLC)
Waverly, Virginia
Phone: 804-514-8196
naturalalternativesforhealing@gmail.com
Member Type: Allied
Supplier

Product/Service:
Building Global Team
of Educators for
Redox Cell Signaling
Molecules for
improved health.

Myers, DC, Roby

East Coast Elite Chiropractic
Sports Performance & Rehab
Blackstone, Virginia
Phone: 434-298-0707
Member Type: First Year DC
Referred by: Brenda Cassell, Scrip Hessco

Naenifard, DC, Gelareh

Pain & Rehab Center
Fairmount Heights, Maryland
Phone: 301-925-2013
drgela@painrehabcentermd.com
Member Type: Out of State DC
Active Release Technique,
Diversified, Extremity Adjusting,
Full Spine, Activator, Impulse

Ngui-Yen, DC, Amanda

Natural Health Therapies
Ashburn, Virginia
Phone: 716-864-4802
Member Type: Fourth Year or More DC

Nuccio, DC, Sal

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- MUSCLE STRAIN OR TEAR
- CARTILAGE LOSS
- LIGAMENT SPRAIN, STRAIN OR TEAR
- DISC DEGENERATION
- CHRONIC OR ACUTE JOINT PAIN

To schedule a patient, call **540.581.0862**.

SNEAKER DRIVE!



April 1 - June 30

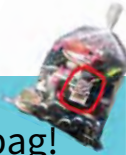


Think Globally. Act Locally.

Chiropractors....

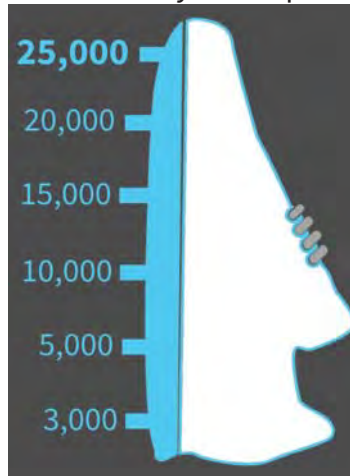
have a sneaker drive in your practice to help fight poverty, by asking your patients to clean out their closets for any sneakers no longer being worn!

- **No logistics involved!**
- **It's FREE!**
- **It's FUN!**
- **Great to the public eye.**
- **It changes lives!**



Register **HERE** and Rippl will send you a *prepaid* sneaker bag!

VCA's Goal!
 We need your help!



Win a Prize!

Collectively, if VCA collects..

- 25k pairs: **THREE people win a trip!**
- 20k pairs: **TWO people win a trip!**
- 15k pairs: **ONE person wins a trip!**
- 10k pairs: **Southwest gift cards**
- 5k pairs: **Office team party!**
- 3k pairs: **Google Home and Mini**

FIGHTING POVERTY THROUGH JOB CREATION



Dear Chiropractic Offices:

SO easy and is great for your practice! Post a sign in your waiting room like Quintessential Chiropractic did (right). Rippl will send you a sneaker bag in the mail, which you'll fill and send back with a prepaid shipping label. Engage with your community, help others, and perhaps win a trip with Rippl to Haiti to see the benefits of this program firsthand. To learn more and receive your bag, register at <http://empower.betherippl.com/uvca>.

Here are just a few of the offices that have already signed-up!

Gateway Chiropractic Inc
 Shaw Chiropractic Center
 Community Integrative Health Care
 Quintessential Chiropractic, LLC
 Morenings Chiropractic Clinic

Skopp Sports Medicine & Chiropractic
 Balanced Chiropractic & Physical Therapy
 Restored Life Wellness Center
 Destro Chiropractic
 Wilderness Family Chiropractic

Help poor families to develop sustainable businesses and jobs!

Sincerely,
 Carly Swift, DC, UVCA PR Committee Chair



Welcome, New Members!

Continued from page 20

Member Type: Fourth Year or More DC

Pavalkis, DC, Jane

Beyond Wellness
Ashburn, Virginia
Phone: 703-723-9355
pavalkisj@gmail.com
Member Type: Third Year DC

Schierer, DC, Gregory

Sentara
Virginia Beach, Virginia
Phone: 757-395-6925
gaschier@sentara.com
Member Type: Fourth Year or More DC
Active Release Technique, Acupuncture, Decompression, Diversified, Drop Techniques-Thompson, Dry Needling, Extremity Adjusting, Flexion-Distraction - Cox, Full Spine, Gonstead, Graston, Activator, Pro-Adjuster, Sigma, Kinesiotaping, Myofascial Release, NET, Nimmo, Sacro Occipital Technique, Soft Tissue

Sharpe, DC, Tim

SYNCA WELLNESS
Cottage Grove,
Wisconsin
Phone: 608-640-8633
tim.sharpe@jhtna.com
Member Type: Allied Supplier
Product/Service:
Massage Chairs

States, DC, Jeffrey

PERSONAL INJURY TRAINING INSTITUTE
Midvale, Utah
Phone: 801-288-9539 x4
pitidr@gmail.com
Member Type: Allied Supplier
Product/Service:
Personal Injury Consulting, Products & Training
SEE SPECIAL LIMITED-TIME UVCA MEMBER OFFER ON PAGE 17!

Stewart, DC, Roden

Island Chiropractic Center
Chincoteague, Virginia
Phone: 757-336-7170
islandchiropracticcenter@gmail.com

Member Type: First Year DC
Cold Laser, Decompression, Diversified, Drop Techniques-Thompson, Extremity Adjusting, Flexion-Distraction - Cox, Full Spine, Instrument Adjusting - Impulse, Low/Non Force Techniques, Myofascial Release, Palmer Package, Soft Tissue, Webster

Thomas, DC, Candace

Better Life Chiropractic, LLC
North Chesterfield, Virginia
Phone: 804-592-5400
betterlifechiropractic@gmail.com
Member Type: Fourth Year or More DC

Weinberg, DC, Avram

Better Health Medical Center
Rockville, Maryland
Phone: 301-231-5055
Member Type: Retired DC
Gonstead

Wright, DC, Stuart

The Joint Chiropractic
Matthews, North Carolina
Phone: 704-892-5252
swrightdc7@gmail.com
Member Type: Out of State DC
CBP, Drop Techniques-Thompson, Full Spine, Impulse, Motion Palpation, Webster
Referred by: Dr. Matt Schrier

Zendian, Peter

ZZ SERVERS
Chesapeake, Virginia
Phone: 800-796-3574
sales@zzservers.com
Member Type: Allied Supplier
Product/Service:
Computers

DC members may place a classified ad in The Virginia Voice and on UVCA's website free of charge. Fee is \$50 for member vendors and \$88 for all non-members. Listing will remain on website for 3 months, plus appear in at least 1 issue of newsletter, broadcast email/fax to member and non-member DCs throughout VA, and promotion of link to Classifieds on VCAdoTalk. Individuals may not post classified listings to the list-serve, per membership vote. Limit of 35 words may be imposed. For deadlines, display ad info. or to submit your listing, e-mail jconnolly@virginiachiro-practic.org.

(Updated 4/15/2019)

Events

For DC & staff training from the Unified VCA & its partners, visit the Calendar section of the web site..

Coverage

Office Coverage & Associate Placement Statewide Since 1989. MMA Chiropractors, America's Chiropractic Employment Agency specializes in emergency, maternity, short, & long-term coverage as well as Associate placement. Full & half-day coverage rates. Largest database of well qualified licensed & insured chiropractors. Free 90-minute orientation w/our cover doctor. Backups just in case. Call for a FREE quote 1-800-501-6111. www.mmachiropractors.com or call 1-800-501-6111. [listing#071519d]

VACATION RELIEF SVCS: Keep yr ofc open. Yr practice run your way. 28 yrs exp ofc coverage. Proficient in many techniques. NCMIC insd. Statewide coverage. Refs. Reasonable rates. Call J Terry Fowler, DC at 770-597-2872 (cell), or email jtfowlerdc@yahoo.com.

Is peace of mind, keeping your office open & continuity of care important? Yes. I am Dr Pat Boulogne. +I have over 30 yrs of experience & versed in the majority of techniques. NCMIC insured. References available upon request. Let's talk to see if we are a fit.... call or email: drpatb@gmail.com & phone 202-642-2335.

Practice Wanted

Multi-clinic organization is currently looking to expand in NoVa and Richmond area. We are looking for well-run reputable local practices. No practice is too small or large for Consideration. Able to make quick attractive offer. Open to current owner continuing or staying on for minimal time. If interested,

Classifieds

please contact Matt Hammond 240-446-1389 or mjhammond@gmail.com. All information is kept strictly confidential. Brokers are welcome. [listing#051819b]

Ariya Family Chiropractic is continuing to expand in the Greater Richmond and surrounding areas through practice purchases/mergers. Retiring Drs can rest assured we will treat their patients w/utmost respect & care like they themselves delivered. We would also like to talk to Drs who are tired of the "business of chiropractic", who simply want to treat. For more info/questions call 804-526-7125 or email ariyachiropractic@yahoo.com. [listing#020919b]

Non-DC Position Available

Massage Therapist/chiropractic assistant 25-30+ hrs/wk. Will train the right person. VA License & insurance required. Assist in daily operations, processing of patients & performing Massage therapy under doctor's supervision. Additionally, develop your private practice w/our client base & our facility as an enhancement to your employment. Please e-mail your resume to Mew6012@gmail.com. [listing#041819a]

FT Assistant Office Manger position available at 20+ Chiropractic Wellness Center in Mechanicsville. Seeking someone with a positive attitude, high energy team player, organized & knows chiropractic. Must be able to manage a team of people & communicate the message of chiropractic. Please email resume to mark@healthlinkva.com. [listing#021319c]

Massage Therapist PT and FT: Chiropractic & wellness Center in Mechanicsville (Near Richmond) is growing & needs another massage therapist. Compensation for entire shift, higher level while massaging. Must be a team player. Please email resume to mark@healthlinkva.com. [listing#021319b]

DC Position Available

Full-time or Part-Time chiropractic associate position available in Woodbridge. The office utilizes diversified adjusting, F&D, ART, Graston, dry needling & fascial taping. Background in sports & rehabilitation is plus. Competitive salary for full-time. Hrly for part-time. Malpractice Insurance, Health, Dental, Vision, 401K. Send CV to wssrehab@yahoo.com. [listing#071519c]

Located right in the center of Lynchburg, Lynchburg Chiropractic has been serving our community for 38 yrs. Built in 1992 we are a 3800 sqft clinic that offers associates an incredible opportunity to work in a fast paced environment. Specializing in Diversified, Thompson & Activator techniques. Contact: Dr Joey Arthur 434-384-1631 or drarthur@lynchburgchiropractic.com. [#071519a] *Continued on page 26*

Confusion Regarding Treating Veterans

Dear Virginia Chiropractic Offices:

As you may be aware, confusion has recently grown regarding treating veterans. While the UVCA can't help with any payment difficulties, communications with administrators, or other problems, we are hoping we can help to sort things out for you.

- The VA Community Care Network (CCN program) was set up to assist veterans to get care that they cannot reasonably access at their VA facility.
- HealthNet was set up to handle the administration.
- HealthNet did a poor job administrating the program, so the VA stepped in.
- As a result, doctors would sometimes receive referrals directly from the VA, while other times they would receive referrals from HealthNet.

In an effort to improve this, the VA looked to Tri-West, who has been doing a good job administering the VA program in western states, to help in Virginia.

- Tri-West reached out to Family Health America/EmpowerChiro to help build the network in Virginia for them.
- Family Health America/Empower Chiro contacted us in November, seeking assistance to help them build the network in Virginia.forTri-West. (Note that this did not include processing claims.)
- We vetted this arrangement and provided our members with the EmpowerChiro information that Family Health America provided.
- DCs who already participated in the EmpowerChiro network were added directly to the Tri-West network that Family Health America was putting together.
- Other doctors could apply with the provided application form, if they were interested.

It now appears that Optum has won the contract for administration of the VA program in Virginia.

- This has resulted in additional communications issues.
- For example, when we reached out to Family Health America regarding what we were hearing from OPTUM, Family Health America was surprised.

Ultimately, the issue appears to boil down to contract awarding.

- It appears that OPTUM is being awarded the contract for the district that includes Virginia, effective June 26, 2019 – not Tri-West through Family Health America/ EmpowerChiro.
- There is a chance that the OPTUM contract could be contested prior to June, but that is not expected.
- As a result of the expected OPTUM contract award, doctors currently participating with OPTUM (for United Health Care participation) have been notified that their contract was automatically being amended to include the VA program. No action by doctors is necessary.
- The OPTUM program will begin around June 26.
- Tri-West will probably continue until then.

Here are links to two documents from Optum.

1. [Cover letter] to doctors re: "Amendment to your OptumHealth Care Solu-

2. [The amendment] itself

Following are two screenshots from these documents that you may find particularly helpful.

Program Description
VA created the VA CCN program to assist Veterans who can't get necessary services from a VA provider either because the services aren't available or the VA provider is too far away.
By participating in the VA CCN, you can help Veterans in your community access a network of civilian healthcare facilities, pharmacies, professionals and suppliers.
VA recently chose UnitedHealthcare and Optum to manage the new VA CCN in Regions 1, 2 and 3:

**Veterans Affairs Community Care Network
Frequently Asked Questions**

Key Points:

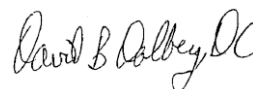
- The U.S. Department of Veterans Affairs (VA) Community Care Network (CCN) supplements the health care services of the Veterans Health Administration with a network of civilian health care providers: professionals, facilities, pharmacies and other suppliers.
- VA determines a Veteran's eligibility to get care from a civilian care provider.
- Prior authorization and referral requirements apply.
- Veterans can only access care in the civilian VA CCN with an authorized referral from VA.

If you have questions regarding the VA CCN Program, call Optum Provider Service at 1-800-873-4575.

We all know insurance navigation can be difficult. Perhaps it will be better with OPTUM's experience. Our understanding is that OPTUM for VA will not be imposing a fixed PER-DIEM payment as they do for UHC; that there will be a fee schedule. However, we do not know what exams, x-rays, and physio and manual therapies will be included.

Again, we are not able to address any payment difficulties, communications with administrators, etc., but we hope this helps to reduce the confusion.

Sincerely,



David B. Dolberg, DC
President





Could you use an extra

\$1000?

5th Year in a Row!!!

Chirocenters Management Corporation is AGAIN giving up to \$1000 to the person who sponsors the highest number of new members for 2019 -- \$100 for each and every new member sponsored, regardless of member type!



But you don't have to wait until the end of the year to reap the rewards!

The person who sponsors the highest number of new members by May 1st will receive a \$50 Amazon Gift Card from HF Hill & Associates! Winner will be announced at the May 3rd membership meeting in Richmond; presence not required to win.



SHARE the expertise, resources, support and camaraderie that Unified VCA membership provides - and the SUCCESS that follows.

- For every member you refer to UVCA membership, you'll receive a \$25 VCA Value Voucher for a UVCA event registration, membership dues - or as a coupon towards the new member's first dues installment. You'll get one regardless of the membership type (even Student membership with dues of just \$35!). There's no limit to how many you can accumulate.
- You'll be contributing not just to that individual's success, but to your own, and your profession's.
- The chance for a Grand in cash or an Amazon gift card is icing on the cake.

It's good -- and easy -- to share! For application forms, benefits flyers, testimonials, etc.,

visit www.virginiachiropractic.org, go to Membership Recruitment, and click on "Member Sponsorship."

"None of us is as smart as all of us."

**2019 Member Sponsors
At 4/15/19**

2 New Members
Dr Michael Amato
Dr Matthew Schrier

1 New Member
Ms Brenda Cassell,
Scrip Hessco
Dr Alicia Haupt
Dr Gregory Lee
Dr Michael Placide
Dr Carly Swift



Continued from page 23

The Joint Chiropractic in Alexandria is looking for full time Dr. All cash practice no hassles or insurance, great adjusted skills diversified. Competitive Salary & great environment w/ benefits & bonuses. Please email your CV to Dr Ahmed Migdadi amigdadi1988@gmail.com or fax to (888) 503-7522. [listing#071019a]

DC Chiropractic Office seeks a DC to join our team. Office offers Sports & Wellness Chiropractic, Spinal Decompression & Massage. Seeking an Associate that is ready to maintain & expand our pace of growth. DC must possess adjusting skills, work ethic & ability to self direct. Position offers Competitive Salary, 401k benefits & parking in Capitol Hill DC. Send CV/ cover letter to drjenkins@paradigmchiropracticdc.com. [listing#070819a]

Norfolk, practice specializing in improving health/wellness, enhancing athletic performance & the prevention, management & rehabilitation of sports related injuries is looking for a full time associate position to be filled. Reliable, outgoing, & energetic doctor who can engage & communicate w/ people is a must. Excellent adjusting skills required w/ experience in extremity adjusting, knowledge of rehab, & soft tissue techniques a plus. Send CV to drclayton@ghentchiro.com. [listing#070519a]

Balance beach life & practicing what you love - Lewes Beach, Delaware. We are 2 female Chiropractors seeking a 3rd Chiropractor who is interested in balancing relaxing & living at the beach while still practicing hands on patient focused care 3-4 days/wk. Walk into an established office w/ an influx of new patients. No marketing required. Email holly.scaro@gmail.com. [listing#070419b]

Busy chiropractic office in Shenandoah Valley seeks associate doctor. We are a growing office w/ two doctors & are looking to add a third. Benefits package that includes salary, health, retirement, & a proven system to grow a successful practice. Interested doctors should send their resume to amatoclinic@ntelos.net. [listing#070419a]

36 yr old established practice in Norfolk w/ very solid patient base & outside referrals is looking for a full time associate. Great starting salary, bonus, & other perks to a candidate who works well w/ others & is a team player. Diversified, arthrostim, PT, & Acupuncture. Ownership possibilities. Please email resume to: sniblo@norfolkchiropractic.com. [listing#070119b]

Subluxation model Chiropractor needed in Great Falls (ID 399108). We are a state of the art subluxation based clinic not far from Washington, DC. The adjustment comes first, but we do use adjunct therapies when necessary. Diversified chiropractor that practices confidentially, but not entitled... comfortable w/ X-ray, adjusting extremities, & dealing w/ all types of personalities. Must be okay learning... Contact: Drmarc@chiropracticheadhunters.com or 386-256-6940. [listing#062919a]

Chiropractic Associate Position available in Newport News. This practice has served the local communities for 35 yrs offering the best in chiropractic, physical therapy & rehab services. We are looking for a doctor who wishes to become a member of a stellar team. Great Practice! Great Team! Great Opportunity! Call or email now for details, or to schedule an interview. kimcharney@charneychiropractic.com or phone 757-303-6997. [listing#062619a]

Great opportunity for experienced (2+ yrs) Chiropractor needed for dynamic multi-specialty practice in Williamsburg. Must be highly motivated & focused on integrated patient care. Competitive salary. Benefits available with FT status include health, dental, life, disability, cont. ed. & gen-

Display Your Commitment to Professional Development & Your Profession!

Static Cling Decal for your door or window



Personalized Digital Certificate for your waiting room or office



UPDATED FOR 2019!

FREE!

- Complete and fax form to 540-932-3101
- Email request to Maria (Member Services), maria@virginiachiropractic.org
- or Call 540-932-3100

Dear Unified VCA:

Please send free membership decal(s) and/or certificate(s) to the following Unified VCA Member:

Decal(s)	Circle desired #	1	2	3	(Note: Limited supply of decals. First come, first-served!)
Certificate(s)	Circle desired #	1	2	3	

Mail to:

Your Name: _____ Member's Name: _____

Practice or Company Name: _____

Mailing Address Street: _____ Suite: _____

City: _____ State: _____ Zip Code: _____

If We Have Questions About Your Order... Phone: _____ Email: _____

Questions? Call the Unified VCA office at 540-932-3100. Thanks for your support!

erous 401(k). Please send resume to hr@comberpt.com. [listing#062019b]

IMMEDIATE opening for a Chiropractor in Fredericksburg, 50 minutes south of Washington, DC. This is a booming area! MUST be hard working & have good moral character in order to join our team! Certified in soft tissue techniques (ART, Graston, etc.) a + but willing to train. Competitive pay. Please email your resume to totalrehabinc@gmail.com ASAP! [listing#061919a]

Well-established insurance-free practice is seeking a Rock Star licensed DC for hands-on, modality-free, results driven practice. Must have impressive technical toolbox, patient management skills, a humble demeanor, & an amenable, compassionate personality. Prenatal & Pediatric experience a plus. Generous compensation & benefits package for the right person. Please apply w/ resume & cover letter to chrysanthi168@gmail.com. Job Type: Full-time. [listing#061819a]

Associate position in Gainesville available for a recent graduate or the right doctor w/ a VA license looking to practice in NoVa. Established office needs the right attitude to join us & practice in your style, while blending nutrition solu-

tions w/therapies. Soft tissue experience a plus & willing to provide training. Generous compensation, Malpractice & UVCA & CEU credits all covered. Send CV/resume to NVCHIRO1113@gmail.com. [listing#061519a]

Independent Contractor position in the DC suburbs: Looking for IC to rent space in Sterling (Loudoun County). Loudoun County is one of the fastest growing areas in the US. Plenty of opportunity to grow a practice. You will have 24/7 access to your own room plus other shared office space including a lecture room. Please contact Will Sonak at: drwill@lifewellnessnova.com or 703-406-0200 to discuss details. [listing#061219a]

Does CrossFit, MMA, Muay Thai, Jiu Jitsu appeal to you? If you train in any of these disciplines, apply here. We have favorable opportunities for Associates or IC's if you consider yourself an athletic chiropractor that can serve such a population. Current openings are in Ashburn, Chantilly, Reston, & Alexandria. Dry Needling a plus. Apply to admin@mybw-doc.com. [listing#060119a]

ASSOCIATE OPPORTUNITY of a LIFETIME, Charlottesville-10,000 sq ft state of the art facility practicing chiropractic & sports medicine. *Continued on page 28*

HIGHLIGHTS

Spring Convention May 3-5, 2019

Hilton Hotel & Spa at Short Pump, Richmond, VA



- **Coding & Documentation** by Dr. Evan Gwilliam - *Anthem Audit Lessons!*
- **The Opioids Crisis: Positioning Chiropractic in It's Rightful Role** by Dr. Scott Munsterman
- **Vaccines & Autism: A Different Perspective** by Dr. David Seaman
- **The Value of Vitalism in Chiropractic Practice** by Dr. Rob Scott, President, Life University
- **Applied Kinesiology** by Dr. Tom Roselle
- **Retaining Patients & Cash Flow While Transitioning to Cash** by Dr. Miles Bodzin & Ms. Holly Jensen
- **Best Practices for Managing Low Back Pain** by Dr. Tim Bertelsman
- **How to Talk to Millennials** by Dr. Kevin Pallis
- Dedicated CA Classes Including **5 Things You Must Know Regarding Fees & The Successful Financial Report of Findings** by Ms. Holly Jensen and **The CA's Practice Value & Over-the-Counter Collections** by Ms. Brandy Brimhall



**David Seaman, DC,
MS, DABCN**



Miles Bodzin, DC

Sponsors

PayDC, Infinedi, CHelpDesk, University of Bridgeport, NCMIC, Int'l College of Applied Kinesiology-USA, CashPractice, The New Renaissance, Life University, Best Practice Academy



**Tom Rosselle, DC,
PAK, QAc, DCBCN, DCCN**



**Evan M. Gwilliam, DC,
MBA, CPC, CPMA, MCS-P**



Kevin Pallis, DC



**Tim Bertelsman, DC,
CCSP, DACO**



**Scott Munsterman, DC,
FICC**



Holly Jensen



**Brandy Brimhall, CPC,
CMCO, CCCPC, CPMA**



Rob Scott, DC, PhD

Continued from page 26

Competitive Salary, coaching from our amazing chiropractic management, Integrity Doctors. Insurance benefits. Awarded #1 office from Integrity Doctors for the most new patients & top 5 for office visits. Official team chiropractor for the University of Virginia. 17 adjusting rooms, XRAY, rehab facility. Contact Kristin Norman at kn0410@gmail.com. [listing#052619a]

Vienna - Hiring an Independent Contractor - Chiropractor VA license Doctor Only Please. Both Full time & Part Time is welcome. Options available within interview. Utilize our space including table & equipment needed to build a reputable practice yourself! Seeking sincere & long term working as a good team is preferred. Please send us a resume by email to sportschiro900@gmail.com if you are interested. [listing#052719b]

Fully train alongside an experienced chiropractor & mentor while learning how to grow, run, & manage your own high volume practice in Fredericksburg. Perfect opportunity to 'earn & learn' & be a key player in our busy, thriving practice. Candidate must be energetic, hard working & teachable. Good base pay w/excellent bonus & benefits. Call Dr Christine Stewart at (540)845-3133 to learn more. [listing#052019a]

MIDLOTHIAN/RICHMOND - Join the MOVEMENT! Active Chiropractic looking for an associate to join our practice. Base salary & generous compensation w/future expansion possibilities. We operate a fully functional training center focusing on joint, soft tissue & functional rehabilitation. Streamlined systems in place so you can focus on patients. Experience w/soft tissue treatments (ART, Graston), & functional assessment (FMS/SFMA) a huge plus. Please email rgreen@activechiropractic.com. [listing#501919a]

Seeking Motivated Chiropractor for our practice located in Centreville. Established practice with a steady flow of new patients & high paced environment. Great starting pay with a bonus structure that never caps

your earnings! Great Support team that provide training. Please email resume to COO@palmercare.com. [listing#051819e]

Established practice located in Falls Church is looking for an energetic, personable doctor who is skilled in patient case management, diversified adjusting, nutrition & exercise rehab. Knowledge of Spanish a plus. Must be comfortable developing relationships w/referral sources, attending health fairs & speaking in public. Compensation package includes bonus incentives, health insurance, malpractice & CEU credits. Please send your resume to drdamato@qualitychirova.com. [listing#051819a]

Expanding practice w/5 current locations. Current openings in Ashburn, Reston, & Chantilly. IC or Associate w/competitive pay, %s, & benefits. Collaborate with a team of 12 other Chiro's, PT's & acupuncturists as needed. The options & opportunities are limitless as long as our goals are aligned in (a) getting patients & (b) getting them the results they deserve. It's that simple, let's talk! admin@mybwdoc.com. [listing#050619a]

One of the busiest practices in the DC metro area is looking to add a motivated Chiropractor to our expanding practice located in Washington DC, DuPont. Amazing steady flow of new patients, high paced environment, & continuous training w/management consultant included. Don't need to have a Washington DC license. Please email resume to COO@palmercare.com. [listing#043019a]

Full-time Associate/Clinic Director position in well established Alexandria practice available immediately. Competitive salary & benefits. Please email CV to Dr Rick Rosa at rrosadc@gmail.com. [listing#042219a]

Hiring Associate Chiropractor WITH FUTURE OWNERSHIP OPPORTUNITY (Bel Air, MD) Recent grad or practicing DC who wants to learn from a 19-yr practicing DC & ultimately be your own boss? Here's your opportunity! Looking for a DC who is (preferably) full-body ART certified (but will train), diversified/manual therapy practice.

MD Chiro lic w/ PT privileges required. Excellent salary & benefits! www.back2ultimatehealth.com. Interested??? Email-drjohnndavidson@gmail.com. [listing#041519a]

Fredericksburg--Interested in working only 2.5 days/wk? We have an opportunity for the right DC to do just that, as a permanent, part-time associate. We are a busy, well established office & offer chiropractic, acupuncture, massage therapy & nutritional supplements to our patients. Certification in acupuncture is a +, but not necessary. Diversified is our primary technique used. Generous compensation. Please send resume to dlarrylesser@gmail.com. [listing#041119a]

Well established practice looking for confident DC to hire. We are a busy, fast paced office in need of another doctor to help keep up w/growth. Position offers base pay + commission + medical insurance. Office is located in Leesburg. A good candidate for this position will have excellent communication skills, adjusting skills & work ethic. Please contact Dr. Bradley Clegg at: Email: Bradley.clegg@gmail.com. [listing#040219a]

Active Chiropractic is looking for a FT Chiropractic Physician for our growing, fast-paced office in Midlothian. The practice is heavily focused on athletic performance & recovery so experience here is a plus. Ideal candidate carries exceptional educational accomplishments in addition to strong people skills & desire to improve patient's quality of life. Doctor of Chiropractic required. Please send resume & cover letter to: swb-kmchiro@gmail.com. [listing#031419b]

Seeking motivated Doctor to join our wellness based team focused on exceptional Chiropractic patient education & living a healthy lifestyle. Our offices offer Chiropractic care, rehab exercise & massage therapy services. Excellent opportunity for an associate doctor w/the potential to grow into a partnership position. Great salary, bonuses & benefits offered. Send CV & cover letter to Dr Frank Lombardozzi at: frank@kempsvillechiro.com Website: www.kempsvillechiro.com. [listing#031419a]

world what it really needs: quality chiropractic care. Email bacdoc1@gmail.com. [listing#021519a]

Independent Contractor Opportunity in Richmond Suburbs: Established, busy office looking for IC ready to start or move an established practice. We know how to launch & grow a successful practice providing amazing support in all aspects of practice management with a highly trained staff. Our office of professionals is eager to offer this opportunity to the right doctor, new or experienced. Send CV/resume: rva.chiro.doctor@gmail.com. [listing#021219a]

Annandale Chiropractic office, Positively Chiropractor, seeking Independent Chiropractor. Full front office staff support for all insurance billing, scheduling, etc. Enjoy completed full office renovation, paperless software, new Digital x-ray system. ART & sports chiropractic commonly used here for strong athlete patient base but not essential. Flexible hours working in a multi-disciplinary office & very positive environment. For more info, contact manager@posichiro.com. [listing#020919a]

Vienna Chiropractor seeking associate with future buy-in - please email (metrochiroofficemanager@gmail.com) or call 703-242-1415. Dr. Anthony [listing#020819b]

Ariya Family Chiropractic Centers, Greater Richmond area, looking to make an associate's dream come true & offer rewarding compensation package, ask our current doctors. We offer 401k & cover 1st year malpractice, UVCA membership & conventions. The position consists of salary + performance bonus. Experience is a plus. For more information or questions call 804-526-7125. Please fax resume to 804-520-7624 or email ariyachiropractic@yahoo.com..

Wanted: Dr w/great adjusting skills, basic knowledge of nutrition, basic applied kinesiology a +. We are an integrative practice of DCs/applied kinesiologist, acupuncturist, nutritionist, MTs. Send your resume to drtomroselle@gmail.com. Salary, Bonus, Benefits (health insurance, malpractice insurance, 401K, paid vacation & holidays, possible stock options.) www.rosellecare.com.

Sport & Spine Rehab, a rapidly growing Chiro, PT & Rehab co is looking for highly skilled, ethical DCs w/exc clinical, interpersonal & comm skills. Competitive salary, bonus structure, benefits plan inclusive of health, dental, life, long term disability insurance as well as cont ed benefit, 401K match, ownership plan, more. For more info, pls contact Dr Jay Greenstein at drjay@ssrehab.com.

Practices

Two established Clinics in the NoVa area approximately 20 miles apart with a total collection of over \$260K. Performing Chiropractic, PT & Acupuncture. No advertising being done. Lots of potential for growth.

Goals That Matter to You



All of the Unified VCA's goals revolve around one thing: providing you with the tools, resources, opportunities, benefits and profession initiatives you need to better your patients, yourself, your team, and your practice.

How can we better address your needs and interests? Do you know how to access all your membership advantages? What can we give you more information on?

Email jconnolly@virginiachiropractic.org or call 540-932-3100 and let us know!

Complete Strategic Plan on the web site under the VCA tab, under Purpose.

Doctor needed for Weight Loss Clinic Director. You will assess the patient, present a care plan & encourage their continuing success! Great salary plus commission & benefits. All marketing done for you. Send email to drjeff@drtanzer.com. [listing#022619b]

Associate DC - Chester. Want a deeply gratifying & sustainable career w/mentor-ship? Our ultimate goal is to invest in you - the practice of your dreams once the associate-ship is completed. You will be given an opportunity to buy out our investment over a period of time. The idea is to give the

Asking \$188K for both. Looking to retire. Will stay on for transition. Serious inquiries please Call 703-229-3106 or email me at IMDRNRG@AOL.COM [listing#062719a]

Well established practice for sale, 50% fee for service, low overhead, 37 yrs in practice. Located 8 mins from the beach, 6 treatment rooms, 4 bed therapy suite, corner lot. Great visibility. Reply to hilltopchiropracticmassage.net. [listing#052019a]

Opportunity in beautiful, affluent, Shepherdstown, WV. Clinic space (1400 sf), equipment, practice for lease \$2,100/mo. 28 yr established practice max gross income \$300,000/yr w/only 2 employees. It's not about the \$\$\$ it's about the quality of the new dr & what's best for our community. Must be willing to learn (via accredited seminar) & implement McKenzie Rehabilitative Protocol. David Miljour, DC. 304-876-0864, miljour@frontiernet.net. [listing#060419a]

39 yr old successful, busy, single doctor practice for sale. Low overhead, great staff & location. -- www.drgeorgechirkinian.com --804-233-9244. [listing#051819c]

Chiropractic Practice for Sale in Roanoke. Practice steadily collects over \$200K per yr, w/1 doc & 1 massage therapist (w/room to expand). Don't start from scratch. Take advantage of the fact that the existing chiropractor is relocating. Come discover an excellent practice & lifestyle in the beautiful Blue Ridge Mountain area. Live, work & succeed easily! Info: ThrivingChiropractice@yahoo.com. [listing#042819a]

Award-winning doctor & practice in a well-appointed office w/super-low overhead seeking a doctor in a beautiful historic seaport city 25 minutes west of Virginia Beach. Ideally seeking an IC, experienced doctor/group or a newer doctor w/2-5 yrs experience w/strong communication & adjusting skills to take over small but regular patient base (most are 100+ PVA) in diverse patient base. Potential owner-financing available. Contact dcdc3@icloud.com. [listing#031219a]

Tyson's Corner, Vienna: Well-established, new equipments & technologies used, Eclipse software management, Hill Flx/Dis, Impulse, Div & Sports therapies practice. Referral base. 10/wk, 80-100pv/wk, open only 3-4 days/wk. Beautiful/renovated/modern. 1700 sq ft clinic. Serious candidates only, Contact chirotam9090@gmail.com[listing#022819a]

Loudoun County: Established diversified practice for sale. Fully Equipped & great opportunity in growing area. Doctor retiring. Please contact chiriloudoun@gmail.com. [

Space Available

Opportunity in beautiful, affluent, Shepherdstown, WV. Clinic space (1400 sf), equipment, practice for lease \$2,100/mo. 28 yr established practice max gross in-

come \$300,000/yr w/only 2 employees. It's not about the \$\$\$ it's about the quality of the new dr & what's best for our community. Must be willing to learn (via accredited seminar) & implement McKenzie Rehabilitative Protocol. David Miljour, DC. 304-876-0864, miljour@frontiernet.net. [listing#060419a]

Office space share for \$776 - one room exclusively for your use. Or option to share two fully equipped practice rooms. Common space shared, options to share ChiroTouch software to run your practice. Email drgreen@MySpinesAligned.com for details. [listing#052619b]

Chesterfield Turn Key Build Out ready for Chiropractor. Established former Chiropractic Centers of Virginia location NOW available. 1,866 SF former chiropractic office includes 3 therapy rooms, 2 adjusting rooms, rehab room, X-ray room(lead lined), waiting room & break room w/washer/dryer/fridge hookups. Ground level w/AWESOME signage on major corner. Private parking lot. MANY passive patients. 855-530-2300 or nathan.jones@domcommercial.com. [listing#043019a]

Independent chiropractor to share office space in beautiful wellness center in Charlottesville. Room includes private entrance w/small waiting area, bathroom & storage for \$400. Opportunity to grow at your own pace & rent additional rooms later -- perhaps even transition towards buying my successful practice in 2025. Email stevevedgodskey@gmail.com [listing#020919d]

Space for Rent. We have 3 treatment rooms/offices available for rent in the Great Neck/Hilltop area of Virginia Beach. Perfect for a chiropractor, or other medical or business professional. Please contact us at CCCVB84@gmail.com to discuss the details. [listing#020919c]

\$800 / 800ft² - Arlington, 1600 Wilson Blvd. Modern & furnished office 10x8. Wifi access. Perfect location for chiropractors, acupuncturists, massage therapists. Price is for one office... three offices available. One for \$1,100, Two for \$2,100 or Three for \$3,000 12 mo commitment. One month rent security deposit. \$300 off first month this week only! Contact info@skynlinewellness.com. [listing#020719a]

Equipment

Four Galaxy chiropractic adjustable tables, Navy Blue & Black for sale. \$600 ea. Two portable chiropractic drop table's for sale. \$150-200 ea. Pickup locations are in Ashburn. Email admin@mybwdoc.com for more information. [listing#071519e]

Portable Lifter table (blue, adjustable 18-24") w/thoracic & pelvic drop, pregnancy pillow attachment, & molded soft-side rolling bag. Excellent condition. \$1000. Pics available. Contact Melissa@oldtownalexchiro.com. [listing#071519b]

Mark Your Calendars!

3rd Annual School Supplies Drive

July 10 – August 25, 2019

Help ensure our students are equipped to learn!



Engage your patients in a fun & meaningful way, demonstrate your community commitment, & help ensure that all students have the supplies they need to learn and succeed.

Universal AP 500-30 High Frequency X-Ray System. Purchased new in 2001, one owner. Anatomically Programmed. Full Spine 14"x36" Bucky. Still powered and ready for demo. \$5K. Contact drsampson@leesburgchiro.com. [listing#052819a]

Impulse IQ adjusting instrument for sale. Used for 6 mos in practice & then only for occasional family use for 2 yrs. Excellent condition. Complete w/case, 3 tips, instructional DVD. \$1800. Picture available. sbankscd@baycrk.net. [Listing#052719a]

Equipment: 2 Lloyd HI-lo tables, Duncan manual F-D table, 2 massage tables, genuine Spinalator intersegmental-traction unit, ATT-300 interseg-traction unit, 2 Magna-therm double-head diathermy units, Chattanooga Inferential stim unit, 2 Omnistim electrical IF stim units w/cart, Ultrasound, Synchrosonic combo ultrasound/elec stim, view boxes, very small rolling corner medical cart. For complete list, more details or pics, call Dr Lofgren at 804-901-6885. PU Richmond. [listing#052219a]

Office Furniture: 8 orthopedic "over-stuffed" waiting room chairs, 2 desk side chairs, 4 lateral-file cabinets, upholstered utility chairs, 16 framed anatomy pictures, 4 framed subluxation pictures, L-shaped secretary desk, heavy-duty utility/X-ray film cabinet, 4-drawer file cabinet, 2 large plastic rolling utility carts, 3 small stainless steel rolling utility carts, small metal desk. For complete list, details or pics, call Dr Lofgren at 804-901-6885. PU Richmond. [listing#052219b]

Various office equipment for sale. (3) E-Stim/combo units, (1) mechanical Leander flex-dist table, (1) automatic Leander flex-dist table, & (1) thoracic & pelvic drop adjustment table by Techniques. Located in Ashburn. Please email for additional information (prices, pictures, etc.) rachel@theomcenter.com. [listing#051819d]

Digital x-ray system for sale. Specs: FireCR+ Medical 40 CR scanner system, includes 2 Universal Cassettes, Transportation flight case w/rollers, Minitower Intel 500 GB HD, 4GB ram, DVD/CDE reader burner & monitor. Quantor patient CD & DICOM print. Only 4 yrs old. Lifetime software updates. Original price \$14,016.38 including taxes. Asking \$ 7,500 or best offer. Contact drdamato@qualitychirova.com. [listing#050619a]

Electric Distraction Table - good condition \$400, Stationary Bench Table - very good condition \$150, Both for \$500. Email requests for photos : doccheff@gmail.com. [listing#040319b]

Framed Artwork: Discover Chiropractic Series Artwork & Black Frames. \$30 ea; 4 thin, black metal frames (orange images Discover Chiro & ChiroWorks) \$20. Located in Mechanicsville – you pay shipping & packaging if necessary. All in good condition. Office changed to new Chiro posters. Email drbolte@healthinkva.com for images. [listing#021319a]

Footlevelers 3-D scanner. No computer/software. Will not work with Foot Levelers' recent "kiosk" set-up. \$100 OBO. Call Chesapeake Wellness Center, 757-549-1664. [listing#020719c]

CHIROPRACTIC EQUIPMENT DEALER; 26+ years experience. We sell Adjusting tables, Laser, Electrotherapy, Ultrasounds, X-ray (inc digital), & Traction tables (decompression & IST). We support education seminars & have access to new, used & re-conditioned equipment. Visit our website at www.HFHill.net or call 800-434-4551, ask for Hugh or Doug. [listing#041719a]

For updates, go to the UVCA home page and click on the "Classifieds" tab in black band, far right.

Unified VCA Education & Events

APRIL

April 26

DISTRICT V-EAST LUNCHEON & NETWORKING

"The Top 10 Tax Subluxations Chiropractors Have in 2019 & How to Adjust Them"

By Don Rasmussen, CTC, CAP

Gordon Biersch Brewery Restaurant, Virginia Beach, VA

Hosted by Dr. Carly Swift, District Director; Sponsored by Quartermaster Tax Services; FREE



April 29

DISTRICT IV-EAST LUNCHEON & NETWORKING

"The Top 10 Tax Subluxations Chiropractors Have in 2019 & How to Adjust Them"

By Don Rasmussen, CTC, CAP

Mekong Restaurant, Richmond, VA

Hosted by Dr. Eric Carlsen, District Director; Sponsored by Quartermaster Tax Services; FREE



April 30

DISTRICT I-EAST LUNCHEON & NETWORKING

"The Top 10 Tax Subluxations Chiropractors Have in 2019 & How to Adjust Them"

By Don Rasmussen, CTC, CAP

Fredericksburg, VA

Hosted by Dr. JP Yurgel, District Director; Sponsored by Quartermaster Tax Services; FREE



MAY

May 1

DISTRICT V-WEST LUNCHEON & NETWORKING

"The Top 10 Tax Subluxations Chiropractors Have in 2019 & How to Adjust Them"

By Don Rasmussen, CTC, CAP

Williamsburg, VA

Hosted by Dr. Kevin Walsh, District Director; Sponsored by Quartermaster Tax Services; FREE



May 2

DISTRICT IV-WEST LUNCHEON & NETWORKING

"The Top 10 Tax Subluxations Chiropractors Have in 2019 & How to Adjust Them"

By Don Rasmussen, CTC, CAP

Keysville Chiropractic, Keysville, VA

Hosted by Dr. Matthew Schrier, District Director; Sponsored by Quartermaster Tax Services; FREE



Friday-Sunday, May 3-5

UNIFIED VCA SPRING CONVENTION

- **Coding & Documentation** by Dr. Evan Gwilliam
- **The Value of Vitalism** by Dr. Rob Scott
- **Applied Kinesiotaping** by Dr. Thomas Roselle
- **Retaining Patients & Cash Flow While Transitioning to Cash** by Dr. Miles Bodzin
- **Managing Low Back Pain** by Dr. Tim Bertelsman
- **How to Talk to Millennials** by Dr. Kevin Pallis
- **The Opioids Crisis: Positioning Chiropractic in It's Rightful Role** by Dr. Scott Munsterman
- **Vaccines & Autism: A Different View** by Dr. David Seaman
- Additional CA-Specific Classes Including **5 Things You Must Know Regarding Fees & The Successful Financial Report of Findings** by Ms. Holly Jensen and **The CA's Practice Value & Over-the-Counter Collections** by Ms. Brandy Brimhall
- More!

Hilton Hotel & Spa at Short Pump, Richmond, VA

ONGOING FROM UVCA

CA TRAINING -- Assistants for Chiropractic Excellence
ONLINE CEUS -- ChiroCredit.com and EON!

FROM UVCA SUPPORTING SUPPLIER MEMBERS

- May 16: "EFFECTIVE POST-OP PAIN & INFLAMMATION: LASER TECHNIQUES" from Laser Biotech International, Webinar
- May 18: "10 ESSENTIALS FOR EFFECTIVE LASER THERAPY" from Laser Biotech International, Richmond, VA

For details & updates,
go to www.virginiachiropractic.org
& click on Calendar

The Virginia Voice

Spring 2019

The Virginia Voice is the quarterly newsletter of the Virginia Chiropractic Association, dba the Unified VCA, PO Box 15, Afton, VA 22920, virginiachiropractic.org.

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Editorial Committee: Scott Banks, DC; David Dolberg, DC; Michelle Rose, DC.

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Dues & Taxes

We estimate that 78% of VCA dues are not deductible as a charitable contribution, but may be deductible as ordinary and necessary business expense. The remaining 22% is allocated to VCA lobbying expenses and is not deductible. Further information should be obtained from your tax advisor.