

President's Message

Hey there my fellow DCs!

Hope everyone is getting out and enjoying the summer, while continuing to take great care of the folks in your communities. We all continue to work through the challenges of COVID-19, but I am optimistic we are closer to the end than to the beginning. We will continue to provide the most up to date information to support us all in navigating the ebbs and flows of the pandemic.



At UVCA HQ there is great progress continuing to be made on several initiatives to make your experience even better. One is the development of our new Website and Association Membership Software. Both will be tremendous upgrades that will serve to make information easier to find and association interactions even more efficient. We expect to launch both later this year!

I am looking forward to getting to the beach... in October! We are so excited to be hosting our Fall Conference in Virginia Beach at the Sheraton Virginia Beach Oceanfront Hotel! We were there a few years ago and it was fantastic!

There will be Executive Committee elections held this year for President, Vice President, Treasurer and Secretary. Make sure you are there to make your voice heard.

Current leadership will be holding a Q&A session at the conference for anyone who is curious about stepping into a leadership role. We encourage anyone interested to come find out what is involved so that you can consider if running for a Board position may be right for you. I can attest that the concept that "the more you put in, the more you get out" of an experience definitely applies to being a part of UVCA leadership.

Here is a link to more details and registration for the conference:

www.virginiachiropractic.org/event/2021FC_DCCA



Chris Perron, DC
President, UVCA



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Supporting Supplier News



Chiro1Source recently MATCHED the UVCA's \$5000 donation to the Future of Chiropractic Strategic Plan project! Josh Walker, Chiro-1Source President, explains, "With the birth of my son I have started thinking about what I want his future to look like... I think we can all agree that we want to see the chiropractic profession continue to grow, help others, and prosper. I was inspired by the association members' support of this vital strategic planning initiative and wanted to join. I am matching it with the hope that this profession can continue to be the light of hope in at times a dark world." For more information call 866-318-3251 or visit www.chiro1source.com.



Clinic Builder is celebrating its new UVCA Supporting Supplier membership by offering 15% off services for practices registered by 8/30/21. Clinic Builder offers a wide array of services: business listings, Google My Business management, local SEO, patient engagement, social media management, online review management, and more. These ala carte services help practices improve their online visibility with potential patients and to market your office with the most potent advertisers, your current patients! Visit <https://www.clinicbuilder.com/chiropractic-marketing> or contact Mike Russo: 860-301-5296, mrusso@clinicbuilder.com.

We move forward.

We stand up and carry on after a challenging year. We do so with a deeper understanding of what really matters. We took so many things for granted; a handshake, talking face to face, hugging loved ones...

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Celebrate Chiropractic at the Olympics

Optimizing Performance with Chiropractic Care

Have you discovered, downloaded and utilized the high-impact materials the Foundation for Chiropractic Progress developed to celebrate Chiropractic at the Olympics? They are all available to you at no charge through the UVCA's group membership!

A beautiful 30-second commercial is running multiple times on NBC Networks during the Olympics, reaching over 204 million individuals. The historic commercial inspires athletes and others to consider a career as a doctor of chiropractic, plus motivates consumers to seek chiropractic care for themselves and their family. To view the commercial, go to <https://www.f4cp.org/olympics/>.

Eighteen posters, flyers and video testimonials feature professional athletes touting their experiences with chiropractic and how it has impacted their health and performance. All posters are sized 18x24 for printing, but can also be shared digitally on social media, on your clinic website, and printed out and shared as a handout in office.

To see all of the materials available for your practice, visit <https://www.f4cp.org/>.

If you've set up your free account with the Foundation, you not only can access and use all of these exciting materials, but you are included in the national Find-a-Doctor directory that is part of the call to action on all. Contact Marta at marta@f4cp.com to make sure your directory listing is up to date.

TONY McQUAY

2X OLYMPIC TEAM USA
2003 WORLD CHAMPIONSHIP SILVER MEDALIST 400 METERS
2008 RIO OLYMPICS GOLD MEDALIST 4X400 METER RELAY
2X WORLD CHAMPIONSHIP GOLD MEDALIST 4X400 METER RELAY
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Chiropractic care helps me to reach my full potential as an athlete by enabling my body to run efficiently without the overuse of my energy system.

OPTIMIZE YOUR PERFORMANCE WITH CHIROPRACTIC
For athletes, chiropractic care can help to reduce the risk of injuries and improve health and performance through enhancements in range of motion, flexibility, balance, strength and other key factors.

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To locate a doctor of chiropractic near you, visit www.f4cp.org/findadoc



TIM MACK

2004 OLYMPIC GOLD MEDALIST
FORMER OLYMPIC RECORD HOLDER IN THE MEN'S POLE VAULT
PERSONAL BEST 6.01M (19' 8 1/2")

Chiropractic was an integral part of my training program that helped me in my mission to win Olympic Gold and allowed me to compete at a high level until I was 37 years old. Chiropractic gave me the confidence to push my body beyond its absolute limits by treating and improving any physical weaknesses, while at the same time preventing any long-term injuries.

OPTIMIZE YOUR PERFORMANCE WITH CHIROPRACTIC
For athletes, chiropractic care can help to reduce the risk of injuries and improve health and performance through enhancements in range of motion, flexibility, balance, strength and other key factors.

Foundation for Chiropractic Progress

To locate a doctor of chiropractic near you, visit www.f4cp.org/findadoc

Chronic & Centralized Pain Management: Do We Have Non-Pharmaceutical Options?

Nelson Marquina, MSc, PhD, DC

What is pain? The International Association for the Study of Pain (IASP) defines pain as "an unpleasant sensory and emotional experience associated with actual or potential tissue damage or described in terms of such damage." The definition does not help us develop treatment approaches. We need to delve a bit deeper to understand the different mechanisms behind acute and chronic pain types. In this short article, we will skip neuropathic types of pain and pain due to disease such as visceral and cancer pain. After reviewing chronic and centralized pain, we will briefly discuss therapeutic options that can assist doctors in helping patients with chronic pain, even chronic pain medically classified as recalcitrant or intractable.

For now, we need to artificially separate chronic from neuropathic pain. Neuropathic pain is caused by nerve injury whereas chronic pain (somatic) is caused by tissue injury or disease to non-neuronal cells. In clinical practice, there is overlap between these 2 types of pain causing mixed pain conditions and syndromes. In fact, prolonged chronic pain conditions may induce neuroinflammation and the environment for the development of neuropathic pain.

Chronic pain starts as acute pain. Acute pain is the normal reaction to an insult (mechanical, thermal or chemical) that causes tissue injury. These injuries cause inflammation, which promote the production chemical mediators (e.g., glutamatergic) that irritate

certain nerve endings (nociceptors) and then convey the pain signals to the sensory cortex. Inflammatory mediators such as glutamate, bradykinin and substance p irritate the nerve endings of nociceptors to the point of creating nerve impulses that the brain interprets as painful. Some nociceptors focus on sending fast pain signals to the brain, the A-delta fibers, and others on slow, but sustained pain signals, the C fibers. Pain signals travel from the tissue injury site, plus its surroundings, to the dorsal horn in the spinal cord. After a complex process in the dorsal horn, signals reach the sensory cortex after modulatory effects by the thalamus and other CNS structures. The human physiology is designed so that pain signals would stop reaching the sensory cortex once the tissue injury initiating the inflammation is healed and therefore it ceases to produce inflammatory mediators. But things are not so neatly cut and dry as we will see next.

So that was a brief, jargon-less description of acute pain, but why does it develop into chronic pain? What is chronic pain anyway? To partially answer the question, we need to enter the complex and important world of the dorsal horn. The dorsal horn is composed of layers or lamina. Fast signal A-delta nerve fibers (myelinated) typically enter in the superficial laminae 1 and slow signal C nerve fibers (unmyelinated) enter in lamina 2 and 3 (the substantia gelatinosa). Normally, the nerve endings between these 2 types of nociceptors do not interact. *Continued on page 6*

New Adventure!

Brenda Cassell
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MULTI-SPECIALTY HEALTHCARE



Multi-Specialty HealthCare LLC, the nation's premier multi-disciplinary health care services provider in the personal injury and workers' compensation space, is inviting Virginia Chiropractors to attend a virtual presentation outlining an exciting joint venture business opportunity with the company.

The presentation will highlight:

- An introductory overview of Multi-Specialty HealthCare***
- A breakdown of the joint venture business opportunity***
- Discussion followed by a question and answer session***

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Continued from page 4 Most references such as the IASP define chronic pain based on chronological parameters, typically pain with an onset of 3 months or more is considered chronic. It doesn't take into account the severity of the tissue injury associated with the pain perception. Other factors also play a role on pain chronicity such as genetic, social and emotional.

Unfortunately, nociceptors do not adapt to continuous stimuli. In fact, it is just the opposite, nociceptors get facilitated with continuous and increased noxious stimuli to the point that the nociceptors can depolarized at a lower stimuli threshold. This sensitization occurs in the dorsal horn and in higher CNS centers, including the thalamus. Nociceptor sensitization is the cause of primary hyperalgesia and is important because central sensitization is the trigger for initiation of an increase in excitability of central neurons in the nociceptive pathway, including sudden and ectopic pain attacks (e.g., CRPS).

Why is this the case and how we can intervene to reduce or stop this central sensitization? During lengthy chronic pain conditions, a mild form of inflammation occurs in the spinal cord and brain as a result of continuous neuronal activity during the processing of pain signals. The inflammatory mediators can cause maladaptive environments causing glial cells from the immune system to release pro-inflammatory substances. The transition from acute to chronic pain involves this neuroinflammatory process. By extending the neuroinflammation process further to the point of causing injury to CNS structures, then we see a form of neuropathic pain developing over time. This neuroinflammatory process creates a vicious circle in the CNS that needs to be modulated or stopped for the centralized pain to subside.

Fortunately, there are several therapeutic (non-surgical, non-pharmaceutical) interventions, including therapeutic lasers, that assist in reducing or stopping inflammation *Continued on page 8*

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6 DDoS	7 Identify theft	8 Data breach	9 Insider threat	10 Botnets
11 Physical manipulation, damage, theft and loss	12 Information leakage	13 Ransomware	14 Cyberespionage	15 Cryptojacking

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Continued from page 6 in the local tissue that initiated the pain condition and in the affected CNS structures undergoing neuroinflammation.

While many Virginia DCs are most familiar with Dr. Marquina as Chief Technology Officer of Laser Biotech International, that is just the tip of the iceberg. As a PhD in system engineering, he is a consultant and educator with over 27 years of combined management, teaching, and technical experience in medical device design, information technology, artificial intelligence, robotics, and statistical analysis. He is post-graduate faculty member at Logan University, University of Bridgeport, and Texas Chiropractic College. Dr. Marquina is a former university professor of systems engineering and biophysics, former director of research at Logan University, and consultant to the National Foundation for Alternative Medicine. He is licensed to practice chiropractic with meridian therapy in Virginia.



Virtual 10-CEU Seminar by Dr. Marquina in November!

On November 13, Dr. Marquina will launch a combination live webinar and online/on-demand class on “Pain Management of Chronic & Neuropathic Conditions: Integration of Lasers, E-stim & Ultrasound.” He will present the mechanisms of chronic, neuropathic and centralized pain, and the use of lasers, e-stim and vibration therapies for effective pain management. Attending doctors will obtain a clear understanding of pain conditions commonly found in a chiropractic office and the information on how to integrate light, electrical and vibrational therapeutic protocols. For more details or to register, visit the UVCA Calendar of Events.



Dr. Tom Wetzen presents Dr. Marquina, representing Laser Biotech International, with UVCA’s Presidential Merit Award in Fall of 2017.



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Affinity Programs Save You Money & Add Value

Affinity programs provide UVCA members with cost savings and/or product/service enhancements, increasing membership value. These programs usually include a contribution to the association, as well, helping to reduce its dependency on dues income. The UVCA does not consider affinity program proposals until it has first-hand experience with the organizations and solid feedback from the profession. The UVCA Board unanimously approved the following new programs earlier this year. Take a look!



ChiroUp is an evidence-based, online subscription service that provides chiropractic offices with multiple resources.

These include best practice protocols, patient education videos, outcome tracking, business management tools, and more. Founded by Drs. Tim Bertelsman and Brandon Steele, Chiro-Up's advisory board is comprised of well-respected doctors such as Drs. Tom Hyde, Stephen Perle, Scott Bautch, Jeff Tucker, and others you know and trust. Dr. Bertelsman has taught at UVCA conventions and conducted webinars for its members, always to rave reviews. UVCA members receive a free 14-day trial subscription, followed by a \$50 discount for the first 6 months of paid subscription. Visit <https://chiroup.com/> for further insights. To sign up or ask questions, contact Becki Wollenburg, phone 844-462-4476 x702; email becki@chiroup.com.



Gold Star Medical Business Services provides chiropractic office administration needs. Whether you are looking for help with billing, consulting, staff training, compliance, or all of the above, Gold Star can help. Founded by Lisa Maciejewski-West, CMC, CMCA-EM, CMOM, CMIS, CPCO, the company's mission is "Giving Doctors the Freedom to be Doctors." Lisa has conducted several classes at UVCA meetings and will be featured at its Fall 2021 and Spring 2022 conventions. UVCA members are invited to a free 30-minute phone consult with Lisa or one of her team specialists. Members receive a discount on billing company, billing consulting, and staff training fees. Gold Star recently took over as a specialist to help UVCA members with a wide range of questions and has been extremely well received. Visit <https://www.goldstarmedical.net/> to learn more or call Lisa at 866-942-5655; email info@goldstarmedical.net



Personal Injury Training Institute

Institute provides comprehensive certified online PI training for chiropractic doctors and attorneys. The founder, Dr. Jeffrey States, has conducted UVCA convention sessions and seminars to great reviews. PITI is providing big savings on its powerful self-paced personal injury course. It begins with fundamentals of building a PI practice from a chiropractic point of view. It includes basics about PI law and whiplash, as well as further details about Cervical Acceleration/Deceleration injuries and common associated conditions. Crash videos are infused in all PI ONLINE Training Modules, which are important for understanding how occupants are injured in different types of MVCs. UVCA members receive 24-hour unlimited access to the program for 6 months for \$1599.00. Upon purchase, you will receive DropBox links. Searchable digital PI workbooks and forms are provided for each module. For more information, visit <https://personalinjurytraininginstitute.com/>. To purchase the program at the discounted rate, go https://www.bodz.in.net/cashpractice/Page_Index_Blank.php?Page=Gateway&MID=Z5tkpQ&GID=12770943&FID. Questions? Contact Dr. Jeffrey States, phone 801-288-9539 x4 or email pitidr@gmail.com

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Optimizing NMDA Receptor Tone in Migraine

Scott D. Banks, DC, MS

Migraine is not an unusual presentation in the chiropractic office. This is not surprising given the history that this type of health care has had in providing relief to many patients with migraine. Often, however, treatment response is incomplete leaving both the patient and the clinician wanting more answers.

Migraine is perhaps the most complex in its pathophysiology of all the headaches. The etiology is heterogenous not being driven by the same triggers in all cases. Some of the potential contributing factors that should be considered include:

- relative magnesium insufficiency
- dietary glutamates
- food sensitivities
- high histamine diets

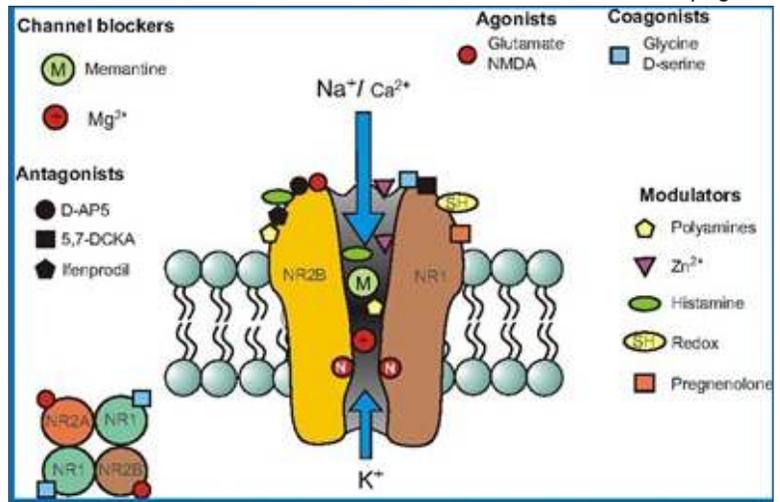
Magnesium deficiency and dietary glutamates relate to the same mechanism. Both can heighten the reactivity of NMDA receptors. A common phenomenon occurs in both migraine and epilepsy, cortical spreading depression (CSD) which is basically a spontaneous event of depolarization in the cerebral cortex ⁽¹⁾. The difference between the two disorders relates to the area of the cortex involved in the CSD. One of the mechanisms of CSD is activation of NMDA and AMPA receptors. These receptors are activated by glutamate in long term potentiation, a process needed for learning effect. An excess of this activity, however, becomes punitive to brain.

Chronic, excessive activation of NMDA receptors induces "excitotoxicity" which can led to neuronal death. When the

receptor is activated it allows calcium and zinc to flow into the cytosol causing increased free radical production, neuronal dysfunction and death.

The NMDA receptor is complex containing multiple sites that act to regulate the activation level of the receptor. The overall level of activity of the receptor is determined by the sum presence of these receptor regulators. The diagram shows the various types of receptor regulators and their type of impact on receptor activation. Glutamate and N-methyl-D-aspartate are the primary agonists that fire the NMDA receptors. When they bond

Continued on page 11



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Continued from page 10 to their respective receptor site they displace magnesium from its “blocking” position in the receptor allowing Na, Ca and Zn to flow into the cytosol activating the neuron. As glutamate and aspartate are present in diet, they do not directly cross the blood brain barrier preventing excessive postprandial NMDA receptor activation. They are enzymatically made in the brain as needed. There is some evidence that the inflammation associated with recurrent migraine diminishes blood brain barrier function allowing excessive dietary sources of glutamate or aspartate to directly access the brain and trigger excessive NMDA receptor activation. In these patients, migraine onset may be directly associated with the consumption of glutamates or aspartate such as in the sweetener aspartame.

A “relative deficiency” of magnesium in the brain can further facilitate excessive NMDA receptor activation. An example of a relative deficiency may be in someone who generally has an adequate overall level of magnesium but would require higher than typical levels to block the receptors during weakness of the blood brain barrier permitting excessive glutamate and aspartate entry into the brain.

Interestingly, the Alzheimer’s drug memantine mimics the blocking action of the NMDA receptors normally done by magnesium. Memantine has been shown to reduce migraine frequency and intensity (2). It would seem prudent to optimize brain magnesium levels as a first line defense. Some cases that require higher consumption levels of magnesium can be limited by bowel tolerance. Free magnesium in the intestinal tract bonds to water and thus can cause diarrhea. Magnesium threonate is well tolerated in higher doses and seems to cross the BBB more effectively than other forms of magnesium (3). It may be the preferred form in migraine to maximize brain levels within the level of bowel tolerance. It is not unusual to need to supplement 600-800 mgs in migraine.

Food sensitivities may be migraine triggers in some patients. Higher rates of migraine have been associated with celiac disease/ gluten sensitivity and have been shown to improve with gluten avoidance (3). Several gluten peptides and dairy casein peptides share homology with either triggering the same innate and acquired immune responses. They also share homology with structural peptides in the nervous system such as myelin basic protein and myelin oligodendrocytes glycoprotein suggesting a mechanism by which they initiate immune activation in the brain (4). A trial of avoidance of gluten and dairy is perhaps the best way to evaluate a potential role as a migraine trigger (5).

Histamine is often part of the immune reaction that may be triggered by food sensitivities so avoidance is important and can be assisted by a low histamine diet. There is extensive information of the histamine content of different foods available. <https://www.medicalnewstoday.com/articles/low-histamine-diet>. Several phototonutrients have histamine inhibiting properties such as colesu forskohlii, quercetin, vitamin C and perilla. Several companies make supplements combining several and are targeted towards lowering histamine signaling.

An area of increased study has been the role of the endocannabinoid system in modulating NMDA receptor tone. The endocannabinoids AEA and 2AG have an inhibitory effect on NMDA receptor activation by diminishing presynaptic glutamate release through their action on the CB1 receptor. Phytocannabinoids also have an inhibitory effect on glutamate NMDA receptor activation. CBD does not directly bind to the CB1 receptors as does THC but it does influence both CB1 and NMDA receptors by modulation of other receptors including TRPV1 nociceptive receptors and indirectly, CB2 receptors involved in inflammatory activation.

Continued on page 12

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Continued from page 11 Clinically meaningful improvement has been shown in NMDA activation with seizure with CBD (6). Accessory cannabinoid receptor, CNR1, links to the NMDA receptor and is likely involved in inhibition of NMDA activation with endocannabinoids and phytocannabinoids (7). To date, there have been many empirical reports of migraine improvement with both CBD and THC but no clinical trials have been published. One is currently underway at UCSD.

Migraine can be challenging to treat. Appreciating the multifactorial etiology and intervening in all of the potential triggers will produce the best outcomes across more patients. Several clinical trials have show efficacy with SMT in migraine subjects (8). The results suggest improvement but rarely compete control suggesting that addressing these other considerations will likely enhance the degree of improvement across a broader group of patients.

¹ Rogawski MA. COMMON PATHOPHYSIOLOGIC MECHANISMS IN MIGRAINE AND EPILEPSY. ARCH NEUROL, 2008;65 (NO. 6):709-714.

² Shanmugam et al. MEMANTINE AMELIORATES MIGRAINE HEADACHE. Ann Indian Acad Neurol, 2019; 22(3): 286-290.

³ Shen et al. TREATMENT OF MAGNESIUM-L-THREONATE ELEVATES THE MAGNESIUM LEVEL IN THE CEREBROSPINAL FLUID AND ATTENUATES MOTOR DEFICITS AND DOPAMINE NEURON LOSS IN A MOUSE MODEL OF PARKINSON'S DISEASE. Neuropsychiatric Disease and Treatment, 2019;15:3143-3153.

⁴ Vojdani et al. THE PREVALENCE OF ANTIBODIES AGAINST WHEAT AND MILK PROTEINS IN BLOOD DONORS AND THEIR CONTRIBUTION TO NEUROIMMUNE REACTIVITIES. Nutrients, 2014; 6(1):15-36.

⁵ Beuthin et al. GLUTEN-FREE DIET AND MIGRAINE. Headache, 2020 Nov;60(10):2526-2529.

⁶ Rodríguez-Muñoz et al. ANTINOCICEPTION, DIMINISHES NMDA MEDIATED SEIZURES AND REDUCES STROKE DAMAGE VIA THE SIGMA 1 RECEPTOR. Molecular Brain, 2018;11:51.

⁷ Sa'nchez-Bla'zquez et al. CANNABINOID RECEPTORS COUPLE TO NMDA RECEPTORS TO REDUCE THE PRODUCTION OF NO AND THE MOBILIZATION OF ZINC INDUCED BY GLUTAMATE. ANTIOXIDANTS & REDOX SIGNALING, 2013;19:1766-1782.

⁸ Rish et al. THE IMPACT OF SPINAL MANIPULATION ON MIGRAINE PAIN AND DISABILITY: A SYSTEMATIC REVIEW AND META-ANALYSIS. Headache: The Journal of Head and Face Pain, 2019;59:532-542.

Dr. Scott D. Banks is a graduate of the State University of New York at Alfred University and of Logan College of Chiropractic in St. Louis, Missouri. He received his master degree in Human Nutrition from the University of Bridgeport in 2008. Dr. Banks was licensed by the Virginia Board of Medicine in 1977. His current practice specializes in nutritional therapy and functional rehabilitation. He has served as a postgraduate instructor for 8 chiropractic colleges as well as the Chiropractic Rehabilitation Association. He has authored the rehabilitation guidelines on the lumbar spine and on scoliosis for that organization.

Dr. Banks has taught in the chiropractic orthopedics certification, chiropractic rehabilitation, and sports injuries programs. He has lectured on spine topics to the American College of Sports Medicine, the Southern Medical Association, The Northern Virginia Society for Continuing Medical Education, the Maryview Hospital Pain Management Program, the Lovelace Medical System and the St. Johns Health System. He has also served as a Alternative Medicine Preceptor for the Department of Family and Community Medicine at Eastern Virginia Medical School. Dr. Banks has published numerous papers on spine topics and has been a contributing author to two textbooks. He is a past editor of Nutritional Perspectives, the journal of the ACA Council on Nutrition. He is a past VCA president and has taught at numerous VCA/UVCA conventions and seminars.



Ask Congress to Support HR 2654

Please contact your U.S. Representative to support H.R. 2654. The Chiropractic Medicare Coverage Modernization Act was reintroduced by Rep. Brian Higgins (D-NY) on April 19, 2021. HR 2654 would allow Medicare beneficiaries access to the chiropractic profession's broad-based, non-drug approach to pain management, which includes manual manipulation of the spine and extremities, evaluation and management services, diagnostic imaging and utilization of other non-drug approaches that have become an important strategy in national efforts to stem the epidemic of prescription opioid overuse and abuse.

To best serve their senior patients, DCs must be allowed to practice and be reimbursed to the fullest extent of their licensure, training and competencies. Since the chiropractic profession was first included in Medicare in 1972, DCs and their patients have been burdened by arbitrary limitations that lack scientific or sound policy justification. Research demonstrating positive patient outcomes and cost-effectiveness resulting from chiropractic care have advanced private coverage and state licensure to meet patient needs. The federal Medicare program, which serves as a model for private insurance plans, currently serves more than 55 million individuals. Various projections forecast the number of people age 65 or older increasing by about one-third over the next decade. Chiropractic inclusion in Medicare was established in 1972 and has seen little change since then, other than elimination of the X-ray requirement in 1997.

For more information and an easy form to email your legislator, visit the ACA's website at <https://www.votervoice.net/ACA/Campaigns/84139/Respond>.

Premier Members

As of 7/25/2021

Marco Accordo, DC
E Briggs Allen, Jr, DC
Michael Amato, DC
Robert Berube, DC
Walter Bogdan, DC
Jeffrey Bowers, DC
Shannon Breeding, DC
Suzanne Coffey, DC
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Welcome, New Members! (Joined Between 4/29/21-7/25/21)

Albanese, DC, Michael

Albanese Chiropractic
Glen Allen, Virginia
Phone: 804-290-4414
info@albanesechiropractic.com
Member Type: Fourth Year or More DC
Diversified|Gonstead

Aune, DC, Carson

Capital Sports Medicine
Silver Spring, Maryland
Phone: 301-328-0186
drcarsondc@gmail.com
Member Type: Out of State DC
Active Release Technique;
Diversified; Graston

Aust, DC, Stephen

Free Union, Virginia
Phone: 434-987-6348
Member Type: Retired DC
Decompression; Flexion-Distraction – Cox, Leander;
Full Spine; Impulse; Motion Palpation; Soft Tissue

Foley, DC, Mikaela

Spine Care of Manassas
Manassas, Virginia

Phone: 703-368-9887
mikaelafoley14@gmail.com
Member Type: Second Year DC
Diversified; Thompson;
Activator
Referred by Lincoln German, DC

McGourty, DC, Sandra

RxWellness Spine & Health
Vienna, Virginia
Phone: 571-348-1540
drsandra@rxwellness.com
Member Type: Fourth Year or More DC
Active Release Technique;
Decompression; Diversified;
Thompson; Dry Needling;
Extremity Adjusting; Full Spine; Gonstead; Graston;
Impulse; Kinesiotaping; Motion Palpation; Myofascial Release;
Palmer Package; Pettibon;
Soft Tissue

Thompson, DC, Christine

Whole Health Chiropractic, Inc
Fredericksburg, Virginia
Phone: 540-899-9421
cthompson@whole-health.net

Member Type: Fourth Year or More DC
Sacro Occipital Technique

Truong, Cam

MyChiropractor
Columbia, Maryland
Phone: 443-720-8230
dr.truong@mychiropractorcares.com
Member Type: Out of State DC
Decompression; Diversified;
Thompson; Extremity Adjusting; Flexion-Distraction – Leander; Full Spine;
Gonstead; Graston; Activator, Impulse, Other; Integrative;
Kinesiotaping; Myofascial Release; Pettibon; Sacro Occipital Technique; Soft Tissue
Referred by Viet Le, DC

VanWagner, DC, Scott

Tri-Ad Chiropractic
Glen Allen, Virginia
Phone: 804-270-3000
angelacvanwagner@gmail.com
Member Type: Fourth Year or More DC
Thompson; Activator; Webster

clinicbuilder
Practice Marketing

Clinic Builder

Michael Russo
Albuquerque, New Mexico
Phone: 860-301-5296
mrusso@clinicbuilder.com
Member Type: Supplier

Clinic Builder offers business listings, Google My Business management, local SEO, patient engagement, social media management, online review management, and more -- helping practices improve their online visibility with potential patients.

Special Member Offer!!

UVCA members enjoy 15% off services for practices registered by 8/30/21. Visit <https://www.clinicbuilder.com/chiropractic-marketing> or contact Mike Russo: 860-301-5296, mrusso@clinic-builder.com.



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Virginia Chirochat

Maria del Mar A. Villar-Villar
Originally Posted June 17, 2021

After the upheaval of the last year living and working during a pandemic, I was curious about how it had affected our membership in their practice of Chiropractic. What was incredibly heartening to find-out was that even though they had to deal with a lot of changes to the way their practice looked; i.e, masks, temperature screening, extra precautions with disinfecting equipment, etc., they were able to make it through relatively well.

Most chiropractors mentioned the differences in practice amounting to the different regulations they followed according to the CDC guidelines. Although a few may have experienced a dip in their patients when the pandemic first started, they were able to keep working and come out the other side and still be able to treat their patients as always.

A majority of the lessons learned while practicing in the pandemic centered around people. All found that making sure to have a good staff and good working environment was the key to keeping a practice running well. It is a lesson that may seem obvious, but dealing with adversity made it the most important element in keeping a chiropractic practice afloat. One of the chiropractors we interviewed said: "The proper business and human systems are always critical to a business. Adversity reveals what you, or a business, are really made of."

One chiropractor particularly emphasized the importance of making connections with patients. In order to truly give his patients the best care, he needed to be able to engage with them in meaningful ways. He had not realized that much of that relied on unspoken communication that was lost due to patients wearing the face masks.

The chiropractors also mentioned the information that the UVCA provided during this trying time. They found the information to be helpful and useful to them in their practices.

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The takeaway that I found was that chiropractors are strong, resilient and essential. The practice of chiropractic can survive adversity and hardship. Most of all, I found that the chiropractors were happy to be able to continue to give the best care to their patients throughout the pandemic.

To find this and previous blogs on UVCA's website, go to www.virginiachiropractic.org, click on the Tools/Resources tab, go to Publications, and click on Virginia ChiroChat!

Maria del Mar A. Villar-Villar has been a member services associate at the UVCA since June of 2018, helping members with a wide range of needs and inquiries. If you have any questions or suggestions for future blogs, contact Maria at maria@virginiachiropractic.org



Back Pain & Mortality in Women

Dr. Banks recently shared an interesting study on VCA doctalk. By DC and MD researchers at Boston University, it shows that significant back pain increases the mortality risk in women by 22-26%. Visit <https://link.springer.com/article/10.1007/s11606-021-06732-6>.

ChiroPAC

Please donate now!

<https://www.viriniachiropractic.org/page/35>

Contributors as of 4/25/2021

Robert Bowie Society

(\$1000+)

Dr. Michael Amato
Dr. David Dolberg
Dr. Christopher Frey
Kaizenovation Consulting
Dr. Corey Malnikof
Dr. Bibhu Misra
Dr. Minesh Patel
Dr. Mathias Pastore
Dr. Nisha Sagggar-Patel
Dr. Chris Perron
Dr. Allison Schwatz
Dr. Sam Spillman
Dr. Nathaniel Tuck, Jr.
Dr. William Ward
Dr. Adam Wilding
Quintessential Chiropractic
(Dr. Katrina Mayes & Dr. Theresa Graf)

Gold

(\$600-999)

Dr. Jeff Bowers
Dr. Philip Connolly
Dr. Gary Dennis
Dr. Joe Foley & Dr. Diane DeReu-Foley
Dr. Mark Gutekunst
Dr. Alexis LaBarbera
Ms. Marilyn E. Porras
Dr. Brad Robinson
Dr. Steve Trauben
Dr. Aaron Trochim
Chantilly Chiropractic Center
(Dr. Todd Fisher, Dr. Gregory Page, and Dr. James A. Munse)

Silver

(\$400-599)

Dr. Joe A. Cantu
Dr. Douglas Cox
Dr. Alicia Haupt
Dr. Janice Piedmont
Dr. Jennifer Rathmann
Dr. Susan Sweeten

Emerald

(\$200-399)

Dr. Marco Accordo
Dr. Eric Carlsen
Dr. Paul Cronk
Dr. Meredith Harwell
Dr. Demetrios Kydonieus
Dr. Michael A. Pasternack
Dr. Michelle Rose
Dr. Matthew Schrier
Dr. Martin Skopp
Dr. Carly Swift
Dr. Suzanne Santjer
Dr. Shandon Thompson
Dr. Michael Vanella
Dr. Steve Vegodsky
Better Bodies Chiropractic, PC
(Dr. Jeffrey Foddrell, Dr. Ginger Foddrell, and Dr. Jenni Pfeffer)

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Centreville Chiropractic Center
Dr. Cynthia Chapman
Dr. Chris Connolly
Dr. Christine Fallwell
Dr. Shawn Keegan
Dr. Terry Lieber
Dr. Theresa Neiss
Dr. Thomas Nicolai
Dr. Justin Quail
Dr. John Whitlow

Contributor list to left is
as of 4/25/2021.

UPDATED CONTRIBUTOR LIST
WILL BE PUBLISHED SOON.

Know a Virginia Legislator?

Help ChiroPAC build its key
contacts list!

Contact Dr. Brad Robinson,
ChiroPAC Chair, at 757-588-8908
or drbrad@wardscornerdc.com.

UVCA Classifieds

7/25/2021

UVCA DC Members may place a classified ad in *The Virginia Voice* & on VCA's website free of charge. Fee is \$50 for member vendors & \$88 for all non-members. Listing will remain on website for 3 months + appear in at least 1 issue of VCA's newsletter & e-blast to DCs throughout VA. For more information, e-mail Elaine at admin@virginiachiropractic.org.

Events

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

Coverage

South Hampton Roads Coverage: Virginia Beach, Chesapeake, Norfolk, Portsmouth docs...need / want some time off? I've got you covered. 20+ years experience. Insured. Your patients will love me. Call for availability and rate - Gregory Armstrong, DC at 757-285-8790. [listing#062421a]

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.

Non-DC Position Available

A friendly, patient-focused chiropractic office is looking for a dependable part time administrative assistant in Springfield. Duties include answering the phone, scheduling patients, taking payments & assisting the doctor. Candidate needs to be professional,



Elevate Your Career, Health and Future with Chiropractic

Once an Olympic athlete competing in the Sydney 2000 Games, Dr. Erica Witter-Davis found herself with a leg injury questioning her future as a competitive athlete. Thankfully, her team doctor of chiropractic was able to quickly and effectively treat and manage Erica's injury allowing her to compete in the Olympic Games.

After her experience with chiropractic care, Dr. Witter-Davis recognized her passion to pursue a healthcare career in chiropractic herself. Twenty years later, she is now a doctor of chiropractic, treating patients, optimizing health and saving athletic careers.

Find a doctor of chiropractic near you or learn what it takes to become one.

Visit: www.beyondthepain.org



This and hundreds of other professionally designed and produced flyers, posters, presentations, white papers, ads, social media posts, videos and much more are available to you free of charge through the UVCA's Group Membership in the Foundation for Chiropractic Progress.

To opt in, go <https://www.f4cp.org/opt-in/> or reach out to Marta Cerdan, the Foundation's Membership Director: phone 866-901-3427 x 1, email marta@f4cp.com. You'll be glad you did!

pleasant, positive, organized & reliable. This position is excellent for someone looking for part time income or someone interested in gaining experience in healthcare. Please submit your resume to drcollins@collinschiropractic.co. [listing#092221a]

Check-out Chiropractic Assistant, Vienna. Our practice is offering an opportunity to showcase your customer service skills as a full-time Front Desk assistant. We are looking for a positive person w/great people & communications skills & a passion for helping others. Responsibilities

include answering phones, managing patient accounts, accepting payments, ensuring compliance of front desk policies. Please apply using the link: <https://www.loxo.co/job/542607?t=1620254944457>. [listing#081121d]

Continued on page 18

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Check-in Chiropractic Assistant, Vienna. Our practice is offering an opportunity to showcase your customer service skills as a full-time Front Desk assistant. We are looking for a positive person w/ great people & communications skills & a passion for helping others. Responsibilities include answering phones, scheduling appointments, as well as other administrative tasks. Please apply using the link: <https://www.loxo.co/job/x05yhns0wouhmtmd?t=1620659742671>. [listing#081121c]

Ariya Chiropractic is seeking a LMT. This is an integrative approach to chiropractic, & massage. We handle all the scheduling and collecting allowing you time to work on the patient & work with the doctor! Benefits include travel, retreats, & social outings as well as being part of a family. Hourly rate from \$26-\$39. Contact ariyachiropractic@yahoo.com. [listing#062921a]

Seeking a Front Office person. We are a well-established two doctor office located in Springfield, VA. Approximately 35 hr/wk, M-F. The Front Office coordinator interacts with all aspects of the practice. Must be professional and detailed, excellent customer service, computer skills and phone etiquette. One-year experience in a health care setting required. Resume: aodoctors@outlook.com. [listing#041821a]

DC Position Available

FREDERICKSBURG: Join our team and achieve personal and practice success. Training provided at our family wellness practice w/2 locations. Competitive base pay w/unlimited bonus system. Malpractice, vacation, 401k, UVCA membership. Email resume: drchris.wfc@gmail.com. [listing#102321a]

Full time Associate needed for rapidly growing practice in Lynchburg. Located in Lynchburg for over 40 yrs, our well established family owned practice is looking for a highly motivated & coachable associate doctor. 434-384-1631 or email drarthur@lynchburgchiropractic.com for info. [listing#101421a]

Well established chiropractic practice in beautiful Fredericksburg, seeking

full time chiropractic associate. This practice has been established for 20+ yrs in historic downtown Fredericksburg. Competitive salary plus bonuses, malpractice insurance, & paid vacation. Send inquiries and/or CV to henzlerdc@verizon.net. [listing#100721a]

Positive & energetic associate wanted for established rehab practice in Williamsburg. We take care of you so you can focus on patient care. Great community, great practice, perfect location! Competitive starting salary - Incentive & Growth Opportunities. Excellent benefits. If these core values sound like you, Love ~ Integrity ~ Gratitude ~ Intention ~ Fun, email resume & cover letter to hr@pintochiro.com. [listing#100221a]

Not ready to start a practice, but don't want to grow as an Associate only to eventually leave & have to start over? Consider joining our thriving Williamsburg Practice & earn a healthy living, have some fun, learn, work reasonable hours, & enjoy life! Guaranteed base + bonus, retirement plan, & (most importantly) direct path to partnership & ownership. (757) 876-0899, or email pchiro@performancechiropractic.com. [listing#101621a]

Exciting opportunity for DC Associate, licensed in Virginia, w/experience and/or desire to treat patients utilizing evidence-based practice. Experience w/diversified manipulation/therapeutic exercise progressions/& interest in joining a multi-disciplinary practice working w/other types of providers. We work as a team & have a lot of fun, but we take patient care seriously at the same time. Contact Rosemary@bcptva.com w/cover letter & C.V. Excellent salary & benefits package. [listing#092321a]

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. & generous 401(k). Please send resume to hr@comberpt.com. [listing#091821a]

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Assignment of Benefits



"We used the AOB form and addendum provided to us by the VCA. They sent us this saying that it was not valid."

Progressive is either calling your bluff or didn't even look at the forms you submitted. If you used the current AOB and Addendum forms provided on the UVCA website and did not alter them, they meet all the requirements of VA Code 38.2-2201. Section D1 a-g outlines the requirements for the Assignment and Addendum. Our forms meet all requirements and have been used in all Virginia State Courts for years and have always been held valid. Section D2 then describes how med pay might not apply because of other health insurance. If the patient has no health insurance or you do not participate with the patient's health plan, it states the med pay carrier "shall" (this means must) pay directly to the health care provider...

This may just be a typical delaying tactic being used by this Progressive adjuster. They sometimes hope you will believe their interpretation and go away. Point out that the requirements of sections D1 a-g of 38.2-2201 have been met and give them 10 days to pay, if you have met all the requirements of section D2. At the 10 day mark, have your attorney sue them as they have violated section D2 of VA Code 38.2-2201 and maybe also the "timely payment of a clean claim" statutes. They may have also violated the "Unfair Claims Practices statute" as well. If you do nothing, expect Progressive and then all the other med pay carriers to do this to you regularly.

Any questions, please feel free to call or email me.

Bill Thesier, DC

If you are hardworking, dependable, & teachable then this position may be for you. Income includes base pay, commission, bonuses, education & more. Send your resume to askdrbobdc@aol.com or call 757-431-2225. [listing#091721b]

Associate Chiropractor for our integrative practice in Roanoke. Ideal candidate will be a natural leader, excellent adjuster, thrives in a team environment, empathetic, willing to learn, confident in clinical

skills, excellent communication skills & ultimately does what's necessary to get the job done. Must be eligible for immediate licensure in Virginia. Competitive salary w/ bonus, health insurance, paid time off, & IRA Match. Please contact jennifer@Balancewellspace.com. [listing#091421e]

Seeking a well-rounded, energetic, compassionate, & dedicated chiropractor interested in joining a well-established family practice in
Continued on page 19

Continued from page 18

Virginia Beach. We see a mixture of acute & wellness cases while offering chiropractic care, therapeutic massage, & nutrition counseling. Full-time salaried position, malpractice coverage, & health benefits. Please send CV to admin@bodylogicvb.com for more information regarding the position. [listing#091421a]

The OM Center, voted #1 in Loudoun is expanding! We are looking for an associate that is looking to grow. Recent grads or experienced doctor welcome. Offering a competitive compensation package (salary + performance bonus), 401k, 1st year malpractice, UVCA membership, and paid CE's. Additionally, we offer ownership opportunities! Check us out at theomcenter.com! Fax resume, cover letter to 703-724-9897 or email to julie@theomcenter.com. [listing#091021a]

Chiropractor for integrative practice in Arlington. PT or Possible FT. Ideal candidate will be natural leader, excellent adjuster, thrives in team environment, empathetic, willing to learn, confident in clinical skills, excellent communication skills & ultimately does what's necessary to get the job done. Must be eligible for immediate licensure in VA. Competitive salary w/bonus & potential for practice equity, health insurance. www.advhealthctr.com/please email Drlou@advhealthctr.com, (703)521-0644. [listing#082721a]

North Chesterfield - Amazing opportunity to join an established practice. Looking for a passionate Doctor to effectively explain the importance of chiropractic. Our office utilizes unique adjusting model of the spine & extremities. Rehab & soft tissue techniques a plus. Recent grad or experienced doctors. Please contact chirocandidate@gmail.com. [listing#082421a]

Busy, well established practice in Alexandria seeking full time associate. Diversified family practice just outside of Old Town with a fantastic support team! The right doctor is positive & energetic, a confident communicator w/good hands & a passion for our field. Excellent salary & bonus structure, a true associate position w/benefits. Please contact 703-660-6770, or email c.leavitt4488@gmail.com. [listing#082021a]

Annual Membership Meeting Notice

The UVCA's annual meeting will be held on Saturday morning, October 9, 2021, at the Sheraton Virginia Beach Oceanfront. It is scheduled during the Fall Convention, but convention registration is not required for active UVCA members to attend.

Officer Elections

Officer elections will be held during this meeting. Convention registration is not required for qualified members to nominate candidates, run for a position, and/or attend and vote at the membership meeting.

Current UVCA Officers are:

President: Dr. Chris Perron
Vice President: Dr. Michelle Rose
Secretary: Dr. Will Sonak
Treasurer: Dr. Taylor Myers

The following nominations are expected.

President: Dr. Michelle Rose
Vice President: Dr. Bob Pinto
Secretary: Dr. Carly Swift
Treasurer: Dr. Taylor Myers

Additional nominations are welcome and encouraged. You must check with your nominee to ensure that he/she is qualified and interested in running before nominating.

Duties:

- The President shall preside at all meetings of the Board of Directors, the Executive Committee, and VCA general membership meetings. He/she shall be an ex-officio member of all committees. The President shall sign all certificates of membership and such other documents as required in the regular conduct of VCA affairs and direct the Treasurer to pay all VCA obligations and other expenses approved by the Board. The President shall co-sign any VCA expenditure over \$1,500.00. The President shall have a discretionary fund of \$1,000.00 per year that may be spent for VCA purposes without Board approval, with receipts of expenses submitted to the Treasurer. The President may call special meetings of the general membership, as needed for the conduct of VCA business. The President appoints members to standing and ad-hoc committees except the Nominating Committee, as needed, and designates each committee chair from the committee's membership. The President formulates the general membership and Board meeting agendas. The President or his/her designee may represent the VCA at state, regional and district meetings and before other organizations. The President further performs all other duties pertaining to the office.
- The Vice President shall preside at all meetings in the absence of the President and shall, in case of death, absence, resignation, refusal or inability of the President to discharge his/her duties, preside and discharge the duties of President.
- The Secretary shall record and preserve the minutes of all Board of Directors, Executive Committee, and general membership meetings and perform all the duties generally pertaining to such office. The Secretary may assist the President in formulating meeting agendas.
- The Treasurer shall be the custodian of VCA finances and other properties and shall disburse them on proper order of the President, as directed by the Board of Directors or the general membership. The Treasurer shall perform such other duties that *Continued on page 20*

Are you a passionate Chiropractor searching for an opportunity to grow financially & provide excellent care in a family/sports/wellness-based practice? Look no further. We offer relocation reimbursement up to \$2000, starting salary of \$75,000/year w/bonuses where you can make over \$100,000/yr, health/dental/vision insurance options, malpractice insurance paid, 401k, vacation/personal days, major holidays paid. Send CV & cover letter to doctors@kempsvillechiro.com. [listing#081221b]

Maryland Spine Rehab, a fast growing, Chiropractic group is currently looking for a Doctor of Chiropractic to manage & grow a practice & get rewarded for it. Our clinics provide a comfortable & independent work environment. \$85-\$100K base salary, full benefits package, signing bonus, no weekends or spinal screenings, student loan assistance, & up to 3 weeks of PTO. Please send CV to Info@MarylandSpineRehab.com. [listing#081221a]

Clinic Director/Associate positions available in multiple well-established practice locations just outside Washington, DC. Salary w/bonuses & benefits. Please email CV to rosadc@gmail.com and jrosadc@aol.com. [listing081121a]

Richmond: Full time DC associate wanted. Well established clinic using manual adjusting techniques, physiotherapies, rehab programs & acupuncture to achieve the best results for each patient. Will provide

Continued on page 20

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mentoring & support to grow. Buy in opportunity after two yrs. Guaranteed base salary+ incentive pay, retirement plan, paid malpractice insurance & time off. Must be licensed in Virginia. Email resume to rullichiro@gmail.com. [listing#080421b]

A 35 yr established practice in beautiful Shenandoah Valley. Friendly, low-key cash & medicare office. A multigenerational family, traditional chiropractic practice. A place to live a good chiropractic life, be meaningful & express a healthy lifestyle. Looking for an Associate, who is passionate about helping people, a life learner w/good adjusting & communication skills. Potential for practice equity. Send inquiries to drcheff@shentel.net. [listing#080421a]

Virginia Beach/Chesapeake Doctor. Associated needed at busy established chiropractic practice of 27 yrs. Seeking Dr who love & cares for patients well. Base salary plus % for 12-20 hrs/wk of patient treatment / care. Send CV/ Resume to Dr.Mac676@gmail.com. [listing#080321a]

Full Time Associate, Leesburg. ROCKSTAR chiropractor who is passionate & upbeat about serving our patients, & our community. Are you mission driven, passionate, detail oriented, a self starter, & looking to grow? Send your resume to info@integrativechiropractic.net or call Dr Brassfield directly at 602-300-2523. [listing#073021a]

Incredible opportunity for a Virginia Chiropractic Physician looking to establish roots & join our growing team. Our evidence-based practices focus on 5 C's. Compassionate Care, Competence, Collaboration, & Clinical outcomes. Superior compensation package w/bonuses. Robust health benefits, matching 401k, malpractice, CE, license renewal, & available student loan & moving assistance. Up to 3 wks of PTO. No Saturday hrs. Submit CV confidentially to ContactUs@VACHiros.com. [listing#072821a]

The Joint Chiropractic of Fredericksburg is hiring ASAP for the position of Associate Chiropractor. We're currently looking to fill Friday & Saturday hrs at our Central Park clinic. A second location will be opening locally in late 2021, increasing the

opportunity for more hrs & further growth. Hourly rate of \$35-45 plus benefits, performance bonuses, & Malpractice Insurance provided. Send resume to clinic10021@thejoint.com. [listing#072221a]

Aba Wellness LLC in Woodbridge is looking for a Clinic Director. Salary \$86,000 - \$101,000/yr. Paid Malpractice Insurance & paid time off. Candidates must have great adjusting skills and good bedside manners. Must be a team-player & management qualities are a plus. Contact: Email- Dr. G or Scott Huber wsgizaw@gmail.com. [listing#071421a]

Thriving, Established Chiropractic, Back Rehab & Wellness Practice in Beautiful Coastal Virginia Seeks Experienced, Top-Notch Associate. Our ideal associate is a highly motivated, energetic, positive, friendly & compassionate "people person" with an entrepreneurial spirit, excellent communication, People, leadership & adjusting skills. If you have a minimum of 1-5 years' experience, email your CV to Kerry@CharmeyChiropractic.com. [listing#070821a]

Fredericksburg: Indep. Contractor or Share Space w/potential for purchase! IMMEDIATE opening for a Chiropractor in Fredericksburg, 50 mins south of Washington, DC. This is a booming area! Practice established for 22 yrs with a great reputation, thus NO marketing needed! Treating sports injuries using soft tissue techniques (ART, Graston, etc.) primarily. If interested, email me totalrehabinc@gmail.com ASAP! [listing#063021a]

Ariya Chiropractic Centers is looking to make an associate's dream come true. This position is for our Colonial Heights office. Co-Owner/founder is reducing hours & no longer taking new patients to have more time for administrative tasks. We offer 401k, first yr malpractice, UVCA premier membership & convention covered, medical insurance, & numerous opportunities to work into our leadership team. Experience a must. Contact ariyachiropractic@yahoo.com. [listing#062921b]

Looking for full time or part time chiropractor to work as an independent contractor in Hampton Roads. Philosophy based cash practice. Contact Dr. Tom at 757-404-7643 or tcvinick@gmail.com. [listing#061721a]

Continued from page 19 generally pertain to such office. All expenditures over \$1,500.00 shall be co-signed by the President. A limit of ninety days will be placed on all checks drawn from the VCA treasury. The Treasurer will have the primary responsibility for signing all checks and approving expenditures, with the President also authorized to sign checks in the absence of the Treasurer. With the assistance of the Executive Director, the Treasurer shall collect all membership dues and maintain a list of VCA members in good standing. The Treasurer is responsible for making timely records and deposits of funds collected on behalf of VCA. The Treasurer shall have a current detailed report of finances available for Board meetings and forward the records to the CPA at the end of the year for tax purposes.

Terms of Office: All Officers shall serve for a period of two (2) years or until their successors are elected. The outgoing President automatically shall assume the position of Immediate Past President, a two (2) year term as voting member of the Board of Directors. The President may not serve more than two (2) terms consecutively. Other Directors may not serve more than three (3) consecutive terms. If there are no candidates for a position, the incumbent may continue to remain in that position until the next regularly scheduled elections.

Eligibility: Nominees must have at least a two consecutive year active membership status, to include current and previous year prior to nomination. Candidates for President must have served on the Board of Directors at least one year.

Other Points of Information: Nominations for all offices will be closed 30 days prior to the Annual Meeting. Any member who intends to run for any office must notify the VCA office prior to the close of nominations to be placed in nomination. Only under conditions of emergency, as defined by the Board of Directors (i.e. illness, no nominee for an office, withdrawal of a nominated candidate, death of a nominated candidate, etc.), may nominations be accepted from the floor at the Annual Meeting.

For an officer nominating form, email admin@virginiachiropractic.org. Please submit your nomination(s) by September 8.

Other Annual Meeting Business

Additional agenda items will include strategic plan and committee reports, professional updates, proposed bylaws amendments, and much more. If you would like to request an addition to the agenda, contact Dr. Will Sonak, UVCA Secretary, at drwill@lifewellnessnova.com.

Looking for long-term associate to join a winning team, future potential partnership. Motivated doctor who is skilled in diversified adjusting, understand body mechanics, prescription of exer rehab & enjoys treating a variety of patients. Office is trilingual -Spanish/Vietnamese so knowledge of either is a +. Marketing, social media & general PR is part of the job. Health benefits, pension & malpractice. Send resume to drdamato@qualitychirova.com. [listing#060921a]

Looking for Fairfax Chiropractor. An energetic chiropractor that excels in delivering excellent manual adjustments. Pay: \$50/hr, plus bonus for number of patients treated. Part-time to Full-time. No Insurance. No evening dinners to attract new patients. Contact: Dr. Jarod Rehmann at jarodrehmann@gmail.com. [listing#060221a]

Virginia Beach. Associate Doctor wanted. Busy established chiropractic practice seeking skilled, dedicated,
Continued on page 21

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energetic chiropractor to come grow w/ our practice. We are a family oriented diversified, instrument, soft tissue practice. Base salary plus bonus based on performance. Full time position available immediately. Future buy in/ ownership opportunity available. Send CV/Resume to LookingforaDC@gmail.com. [listing#052321a]

Incredible opportunity for a Virginia Chiropractic Physician, specifically in the Alexandria and Fairfax areas. We are well-established & rehab-oriented w/high standards of clinical excellence & customer service. Superior compensation package w/ bonuses. Robust health benefits, matching 401k, malpractice, CE, license renewal, & available student loan & moving assistance. Up to 3 wks of PTO. No Saturday hrs. Submit CV confidentially to ContactUs@VACHiros.com. [listing#052221b]

Seeking a Temp-Permanent Chiropractor to join an integrative & holistic practice between our Leesburg & Vienna locations. Coverage will be needed from 3/13/2021 to 3/25/2021. This opportunity will be treated as a working interview for a potential long-term position. Please email your CV/Resume to Dr Viet Le at info@acnwellness.com or text/call at 703-729-5600. [listing#052221a]

Are you looking for work life balance? CHAWC.com is looking for a long-term associate doctor who wants to join a positive, organized, growing practice of 26 yrs where we share life & serve God together in Richmond VA. Work a part time schedule of five half-days a week w/full-time benefits, retirement plan, competitive salary, bonus plan. Send CV & letter of interest to employment@chawc.com. [listing#051721a]

Virginia Beach office looking for a Chiropractor to join our wellness based team. Our goal is to help you grow & become successful in all areas of practice. Starting salary: 65,000.00/yr w/bonuses where a doctor can make over \$100,000/yr. Benefits include; Health Ins, Malpractice Ins, & Vacation/personal days. Relocation reimbursement up to \$2,000.00 offered to assist in moving costs. Send your CV/cover letter to: doctors@kempsvillechiro.com. [listing#051621a]

Starting to Think About Retirement?



The UVCA Can Help!

As part of the UVCA's strategic plan, we've been working to expand and improve our web resources for practitioners who are starting to think about selling or closing their practice.

We've collected approaches from some of the best known practice coaches in chiropractic, along with personal tips from successful DC colleagues.

Visit the UVCA website at www.virginiachiropractic.org, click on the Tools & Resources tab, then click on "Practice Support" for a list of valuable materials – including a new section on "Exit Strategies."



Arlington: Full time associate needed for integrative practice specializing in movement rehab & focuses on root cause of pain or injury instead of symptoms. Base salary \$70k-\$80k w/profit sharing, benefits package & PTO. Email resume to caprehab@gmail.com. [listing#051521a]

The Joint Chiropractic in Fredericksburg is looking for full & part time Drs. Newest franchise of The Joint is looking for skilled & motivated doctors to join their team. Competitive salary, w/benefits & bonuses. Please email your resume to Andrew Collins at andrew.collins@thejoint.com.

[listing#051221a]

We are looking for a new, highly motivated, licensed Chiropractor. Will mentor. Small open office specializing in Sports & Rehabilitation. Office therapies are Massage, Muscle Activation, Traction/Decompression, Cold Laser & Pulsed Energy (PEMF). Located 10 mins from DC. Highly rated & voted Arlington's Best 8 yrs straight. Salary +% patients seen, 401K, 1 wk paid vacation, Malpractice insurance +possible moving bonus. Wanting to retire. Email resume to info@jacobschiro.com. [listing#050521a]

Holistic Rural Practice near RVA Seeks Associate. Join Our Office Family. Candidates possess strong people skills, humor, w/extremity adjusting & nutrition preferred. We find satisfaction in what we do daily, you should too. Patients are more than a spine, we treat the whole person. Competitive Salary, Bonuses, Benefits (health ins., vacation/sick/personal days, etc), UVCA membership paid. Send resume to RuralChiroVA@gmail.com. Grow w/us! [listing#042721a]

Continued on page 22

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Hampton Roads: Live by the sea! Beach, boating, nautical vibe w/ close proximity to N.C. Outer Banks. Associate or Independent contractor wanted for well established DC-PT family owned & operated practice. No weekends or screenings! Generous compensation! All we ask is that you love chiropractic, want to be around good people & are licensed in Virginia. Please text Dr Schaier at 747-641-0991. [listing#042621b]

Award-winning chiropractic office of 39 yrs seeks new graduate for an associateship position. One of our doctors is retiring & we need an associate to step into an immediately successful role in taking over his patient volume. Reputable, research-based office, voted "Best of Charlottesville" for several yrs. Excellent salary & bonus, w/401k & health insurance. Email CV/resume to drfusco@coxclinic.com. [listing#042621a]

Seeking energetic, competent, & personable Doctors of Chiropractic to join our multidisciplinary practice. 6 - 10 additional MD/VA locations will open in 2021. State of the art facilities. Compensation package 85-100k. Full benefits, performance-based bonus, 401k, malpractice, CE, student loan, & transportation assistance. No Saturday hrs. New grads encouraged to apply. info@marylandspinerehab.com. [listing#042021b]

Expanding practice w/10+ locations. Current opportunities are in Ashburn, Tyson's Corner, & Reston for an Independent Contractor or Associate w/competitive pay, percent, & benefits. Collaborate with a group of 16 other Chiro's, PT's & acupuncturists as needed. The flexibility, options & opportunities are limitless. Lets talk to meet each others needs. admin@mybwdoc.com. [listing#041121a]

Busy practice in Old Town, Alexandria looking for a skilled licensed DC w/ great communication skills, positivity, & clinical confidence. This practice is a family practice working w/children to elderly & a strong emphasis in pre- & post-maternal health. Competitive salary, IRA, health benefits, year end bonus, & incentive-based bonuses offered. Please contact drshara@justadjustit.com or fax resumes to (703) 683-8777. [listing#040621a]

Well-established insurance-free

practice in Arlington 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#032121a]

Palmercare Chiropractic is expanding; seeking motivated chiropractors for new & current practices located in Washington DC, Maryland, & Virginia. Part of 15 local chiropractic clinics with a great support team continually providing training to help you reach your goals. Great starting pay w/ bonus structure that never caps. Please email COO@palmercare.com. [listing#031721a]

We are looking for an experienced chiropractor who is in good standing w/licensure, has great people skills, & who is proficient at his/her job, to temporarily work at our busy Manassas office due to pregnancy leave, from March - June 2021, varying shifts & days. Interested candidates should send resumes & references to: hatrusman@aol.com. [listing#031521a]

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.

Kaizo Health, 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@kaizo-health.com.

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.

The Joint Chiropractic in Northern Virginia/Richmond is looking for full time & part time Drs. All cash practice, great adjustment skills required. Competitive Salary & great environment w/benefits & bonuses. Please email your CV to Dr Ahmed Migdadi amigdadi1988@gmail.com or fax to (888) 503-7522.

Practices

MILLENNIUM CHIROPRACTIC in Woodbridge for Sale. Thriving practice with a prime location in the Mapledale Plaza Shopping Center. Fabulous client reviews (www.millenniumchiro.com). Fully-equipped turnkey facility with experienced staff. Contact Jerome Baker at 703-932-2626 or jerome@thejcbllawoffice.com. [listing#101621a]

Thriving Cutting Edge Clinic for Sale in Gainesville. LOW STRESS clinic, easy operations - professional income - PRICED BELOW NET! High profit margins ensure sustained business success + seamless ownership transition. Successful branding + market. See pics + details at <https://www.progressivepracticesales.com/gainesville-virginia> or call 888-508-9197. [listing#081321a]

Established practice since 1982 looking to retire. Mainly using Diversified, Thompsons & Cox Technique w/some SOT & Activator Methods used. Over 400K in Collections, located on high traffic volume main road 901 First Colonial Road, Virginia Beach, VA 23454. Contact: Dr Patrick Patzer DC PC Cell 757-651-1575. [listing#051122]

CHESTER PRACTICE FOR SALE (Richmond Suburb) Chiropractic/ Acupuncture/PT Grossing \$300,000.00. Low rent & low overhead make this a profit driven practice. Call Dr. Matthew Davis for details, 770-748-6084 DrMatt@PremierPracticeConsultants.com. [listing#072821c]

Established & respected 40-yr-old

chiropractic practice in rural south central PA for sale. Doctor would like to retire. General practice using modalities & diversified chiropractic manipulation. Real estate & practice for sale. Approximately 3000 ft.² office on a major traffic route. Built in 1999 as a chiropractic office. Will assist w/ transition. [listing#070821b]

Yorktown Practice for Sale. Doctor retiring. Home/office complex. IDEAL location w/exceptional visibility. Located on a well-traveled road within a great school district. Very low overhead. Selling patient list, equipment, supplies, and building/ property together or separately. Owner financing of patient list possible w/ down payment. Serious inquiries only please. Email questions to cpxsjk@cox.net. [listing#060221b]

SMALL TOWN CHARM - BIG CITY AMENITIES: In a charming Southern town, yet near many metropolitan cities. W/easy access to both mountains & beach, you'll live among streams, forests & lakes. W/multiple techniques used, you'll feel right at home w/your preferred technique(s). Excellent opportunity to own a practice for a doctor whose time has come. Live life BEFORE retirement! Inquire at greatchiropractice@yahoo.com. [listing#042221a]

HELPING SELLERS FIND THE RIGHT BUYERS - Are you ready to retire or sell your practice? Contact our company to help you find an energetic doctor. Send us an email with the basics of your business (location, yrs in practice, asking price, etc...) & let us help you move onto that next exciting chapter in life! Contact us at successfulpractice@gmail.com. [listing#042021a]

Suffolk Turn-Key for Sale: O'Dea Chiropractic, 30-yr-old practice, downtown, near City Hall. High traffic near city's fire, rescue, ambulance services. Reception, offices w/2 computers, 2 chiro rooms w/Hi/Los, modalities room w/3 tables & stim, X-ray room w/recently certified equipment, storage, 2 bathrooms. Asking 70K, will break up payments. Great price, don't wait too long! Russ or Kevin, 757-617-3357. [listing#031821a]

Products & Services

MXR Imaging is the complete resource for all your imaging needs. Serving the chiropractic community for over 60 yrs, MXR offers the nation's largest selection of Chiropractic digital radiography (DR) systems. Available in fully integrated x-ray systems or as retrofit upgrade configurations, the appropriate DR product is carefully selected to meet your practice's exact needs. Contact Brad Schardein, Bradley.Schardein@mxrimaging.com, (804) 217-2479. [listing#040821a]

Ariya Chiropractic Group is continuing to expand in the Greater Richmond & surrounding areas through practice partnerships. Clinic owners/operators retain 100% ownership but also get the benefits of partnering w/our large group. We help you with the business of chiropractic, staff training/education, documentation, compliance, to see a full list of services- check us out on Facebook. For more info/questions call 804-526-7125 or email ariyachiropractic@yahoo.com. [listing#120721a]

Space Available

Independent Contractor space available for motivated chiropractor willing to share spacious suite with a colleague in Roanoke. Digital x-ray onsite. Call our office & leave a message for a return call from the doctor. 540-343-6636. [listing#091821c]

Independent Contractor position in the DC suburbs: Looking for IC to rent space in Sterling. Plenty of opportunity to grow a practice, scale down your practice, or share space with a colleague. 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#062521a]

Sports-minded Chiropractor wanted to share office space in McLean. Space available Monday, Thursday afternoons, Friday, Saturday. Focus: Sports medicine, Adjusting, experience w/ART/Soft Tissue, Graston, Rehab, Taping. A cash practice w/athletes & active healthy patients as the base, patients invest in their health

& performance. Apprenticeship considered. The owner doctor travels for events, other day coverage possible. Email DrAnneSorrentino@gmail.com, include an updated cv. [listing#062221a]

Equipment

Triton DTS Traction Table. Unit is more than 7yrs old, still in excellent condition. Traction head just received an over-hall and calibration by DJO Global, still in the box. \$5,000 Call Dr. King 540 742-5935. [listing#102721a]

Graston Technique Instrument Set (6-Piece) in Foam Tray - \$1500.00: Unique Medical Curvilinear Shaped Contours, Stainless Steel with Multiple Alloy Construction, Smooth Finish for Superior Tactile Feedback & Tissue Proprioception, Instruments Feature Single & Double-Beveled Treatment Edges - Andrew Lombardozi, DC - dr.andy@tuckahoechiro.com. [listing#092921a]

Cox manual flexion-distraction table in good condition and recently re-upholstered. \$25. Shoulder wheel for physical therapy of shoulder. Free. Call our Roanoke office to request more information or to have photos emailed or texted. 540-343-6636. [listing#091821b]

Pettibon SRT Spinal Rejuvenation Table- \$200 OBO. Pettibon SRT table in great, working condition, with all accessories included. Located in Alexandria. Pick-up only. Contact Kathryn at staff@potomacphysicalmedicine for more information. [listing#091721c]

Erchonia Zeron Lipo Reduction Laser in excellent working & physical condition. Very lightly used 2012 model. 24400 credits available in machine. Enough for 12200 sessions. Make a reasonable offer. Call or text for photos. Dr Ted Perih 703-389-9094 Falls Church Chiropractic. Retiring after 39 yrs in practice. Pick up only. [listing#091721a]

Building CHIROPRACTOR sign - free. Has been of great use but are moving to a new building & we are not allowed to use this type of sign. Currently won't turn on but can be fixed. Buyer responsible for picking up/mount off. Contact us at milestonechiro@gmail.com Dr. Kevin Haselhorst. [listing#091421d]

The graphic features a blue header with the Foundation for Chiropractic Progress logo. Below it, a white box contains the text: "Monthly Progress PowerPoint Presentation". Underneath, a blue box states: "Every month, you can get a new PowerPoint presentation through the Foundation for Chiropractic Progress -- FREE through the UVCA's Group Membership in the Foundation." A light blue box below that says: "For example, here are just 2 recent releases that are fully customizable to fit your practice style and purpose:". At the bottom, two green boxes show examples of presentation slides: "Posture is Life: Influencing Longevity through Postural Correction" and "Exercise the Right Way: The Natural Solution to Healthy Exercise".

Omni table, in good condition. All drops are in working order. Height is 22". Price \$925 firm. Table is located in Lexington. Contact J. Randall Short DC #540-460-9653. [listing#091421b]

Mindray M7 2011 MSK diagnostic ultrasound unit for sale w/one liner probe & carrying case. I am upgrading to a new one. I have been doing MSK for over 10 yrs & would be happy to spend a day getting you started on proper use if you are in the DMV area. Contact rrosadc@gmail.com for details. [listing#081121b]

Used Lloyd 402 Flexion Elevation Table, \$5,000.00, Features: Flexion Distraction (manual), Lateral Bending, Axial Extension/Retraction (power), manual pelvic drop, T-bar and ankle straps, with Total Dimension Cervical Flexion (forward and straight drop, elevating, rotation, lateral bending, manual flexion). Doeskin. Contact: Dr. James Yeates (757) 893-0110, email: yeatesdc@msn.com. [listing#081021a]

FREE framed Chiropractic educational posters. These are great for a new practice. If interested contact Dr. Michelle Kotkin at 540-667-7300 or dr.michelle@kotkinchiropractic.com. [listing#0618a]

X-Ray digital upgrade: VIVIX-S X-Ray cassette; model 17x17 Gadox Fixed detector package. Top of the line unit only 7 months old! Comes w/cassette, monitor, & a computer interface. Company is Medlink imaging. Asking 18k or buyer can also take over the payments. Contact: Russ or Kevin (757) 617-3357. [listing#061121a]

RETIREMENT EQUIP. SALE: 3 Excel Rxmt/ therapy tables -2 recently reupholstered; Lg. 8 pack Stainless Hydrocollator Bath & 6 Pack cover Wall Stainless Drying Rack; 2 ceiling mount Cubitraks w/privacy curtains, 1 Metal Posture Station(unused); Oak 8 Slot Wall Magazine Rack; metal wall storage cabinet; Med. Kenmore Comb. Freezer/Refrig.; wall biohazard container w/glove section, Earthlite Massage table, Small Microwave & more; Contact for prices/pics: ddraudt@cox.net. [listing#051821b]

TONS of equipment, top brands. Spinolators, Chattanooga benches, Vibratory C&L spine unit & platform, scoliosis chair, Lloyd Hi-Lo, X-ray machine/supplies, large view box, Neuropathlors, U/S & EMS Units, Hydrocollator unit w/table & extra packs, spine models, spinal screening scales w/unit, many like-new posters, Foot Levelers Thera-ciser unit, much more - just ask! Perfect for new or satellite office! Call Dr. Knapp, 703-206-8063, leave message. [listing#051821a]

NEW/USED EQUIPMENT:30+ yrs experience; HF Hill & Associates, Inc. Chiropractic showroom is located in Richmond (by appointment). We buy & sell new & used equipment: Lloyd Table Co., Richmar, Hill Labs, Pivotal Health, Chattanooga & more. Adjusting tables, laser, electrotherapy, ultrasounds, & traction tables (decompression & IST). Check out our NEW & USED EQUIPMENT IN STOCK - www.HFHill.net. 1.800.434.4551, ask for Hugh. [listing#080521a]



Fall Convention October 8-10, 2021

Sheraton Virginia Beach Oceanfront

CEUs:
Up to 15.75 Type 1
+ type 2!

SESSIONS & SPEAKERS



HUMANS IN MOTION: FACTORS OF AGE IN THE DIAGNOSIS & ASSESSMENT OF THE ATHLETE

Christine Foss, MD, DC, MS.Ed, ATC, DACBSP, ICSC

Also by Dr. Foss:
OUTLIERS; HIDDEN CAUSES OF DISCOGENIC PAIN



TREATING NECK PAIN DOESN'T HAVE TO BE A PAIN IN THE NECK: USING GUIDELINES & BEST PRACTICES TO INFORM & IMPROVE YOUR OUTCOMES

Louis S. Crivelli, II, DC, MS, CNS



CODING, COMPLIANCE & DOCUMENTATION

Kevin Sharp, DC

Also by Dr. Sharp:
Financial Policies for Compliance & Profitability



INTEGRATING RADIAL PRESSURE WAVE THERAPY INTO CLINICAL PRACTICE

Christopher M. Proulx, DC, PhD(abd), ATC, CSCS



THE NEUROAGE IS CALLING: CREATING THE CRITICAL SHIFT FROM A SPINE-FIRST TO NERVE-FIRST PRACTICE

David Fletcher, DC, FRCCSS (C)

Also by Dr. Fletcher:
33 REASONS WHY CHIROPRACTIC IS SO RELEVANT TODAY



SLAY THE DRAGONS OF BILLING

Nathan Unruh, DC

Also by Dr. Unruh:
Experiences. Not Things



FUNDAMENTALS OF THE REVENUE CYCLE SYSTEM

Brandy Brimhall CPC, CPCO, CCCPC, CMCO, CPMA



PROFESSION UPDATES

Hot Topics
Various Speakers

More on Next
Page...

RESET | RECONNECT | RESTORE



USING TECHNOLOGY TO INCREASE PRACTICE EFFICIENCY
Lisa Maciejewski-West, CMC, CM-CA-EM, CMOM, CMIS, CPCO

Also by Ms. Maciejewski-West:
Online/On-Demand
MEDICARE COMPLIANCE: HOW HARD CAN 3 CODES BE?!



RADIOLOGICAL TECHNICIAN LTD. TRAINING
Rich Reinhold, DC



UVCA ANNUAL BUSINESS MEETING
Officer Elections
Various Speakers

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SIDECAR

For schedule/times, topic descriptions and speaker bios, see "Fall 2021 Schedule & Program At-A-Glance" in Calendar at www.viriniachiropractic.org

SESSIONS BY ATTENDEE TYPE

APPLICABLE TO DCs

- "Humans in Motion: Factors of Age in the Diagnosis & Assessment of the Athlete" by Christine Foss, DC
- "The NeuroAge is Calling: Creating the Critical Shift from a Spine-First to Nerve-First Practice" by David Fletcher, DC
- "Coding, Compliance & Documentation" by Kevin Sharp, DC
- "Experiences, Not Things" by Nathan Unruh, DC
- "Integrating Radial Pressure Wave Therapy into Clinical Practice" by Christopher Proulx, DC
- Profession Updates
- "33 Reasons Why Chiropractic is so Relevant Today" by David Fletcher, DC
- Annual Business Meeting
- "Treating Neck Pain: It Doesn't Have to be a Pain in the Neck!" by Louis Crivelli, DC
- "Outliers; Hidden Causes of Discogenic Pain" by Christine Foss, DC
- "Financial Policies for Compliance & Profitability" by Kevin Sharp, DC
- "Medicare Compliance" by Lisa Maciejewski-West, CMC (Online/On-Demand)

APPLICABLE TO CAs

- "33 Reasons Why Chiropractic is so Relevant Today" by David Fletcher, DC
- "Experiences, Not Things" by Nathan Unruh, DC
- "Using Technology to Increase Practice Efficiency" by Lisa Maciejewski-West
- Profession Updates
- Membership Meeting & More Profession Updates
- "Treating Neck Pain: It Doesn't Have to be a Pain in the Neck!" by Louis Crivelli, DC
- "Coding, Compliance & Documentation" by Kevin Sharp, DC
- Intro to Radiological Technician Ltd. by Rich Reinhold, DC
- "Slay the Dragons of Billing" by Nathan Unruh, DC
- "Fundamentals of the Revenue Cycle System" by Brandy Brimhall
- "Financial Policies for Compliance & Profitability" by Kevin Sharp, DC
- "Medicare Compliance" by Lisa Maciejewski-West, CMC (Online/On-Demand)

FOR RAD TECHS

- In-Person Weekend 1 of Full Certification Program Training
- Continuing Education Credit
- Review for ACRRT Exam

AWARDS DINNER PARTY

SATURDAY, OCTOBER 9, 2021 * 7:15-10:00 PM

SHERATON OCEANFRONT HOTEL * VIRGINIA BEACH, VA

IT'S TIME TO:

- Break bread with your colleagues,
- Recognize those who have gone the extra mile,
- Take your chance at raffle prizes to benefit the UVCA's Legal/Legislative Fund, and
- Enjoy a hilarious interactive game show, *Survey Says*, patterned after the popular hit Family Feud!

Astro Entertainment will MC and produce the game show, complete with projected images, bells and whistles. We'll have time for several rounds of this team-based game... And after the games, Astro's professional DJ will spin some tunes for your dancing and listening enjoyment!

One ticket is automatically included in each DC registration. Additional tickets are available for purchase online for \$68 each so that office staff, exhibitors, spouses, family and guests can join in the fun! Includes dinner, combination host/cash bar, and entertainment.



PLUS PROFESSIONAL DJ



Unified VCA Education & Events

Fall Convention - *IN-PERSON*

RESET | RECONNECT | RESTORE

October 8-10, 2021

Sheraton Virginia Beach Oceanfront, VA

Multiple DC and CA tracks, topics, speakers, & functions including:

- Factors Of Age In The Diagnosis & Assessment Of The Athlete by Christine Foss, MD, DC, MS.Ed, ATC, DACBSP, ICSC
- Neuro Functionality by David Fletcher, DC, FRCCSS (C)
- Coding & Documentation by Kevin Sharp, DC
- Guidelines & Best Practices for Treating Neck Pain by Louis S. Crivelli, II, DC, MS, CNS
- Radial Pressure Wave Therapy by Christopher M. Proulx, DC, PhD(abd), ATC, CSCS
- Fundamentals of the Revenue Cycle System by Brandy Brimhall CPC, CPCO, CCCPC, CMCO, CPMA
- Using Technology to Increase Practice Efficiency by Lisa Maciejewski-West, CMC, CMCA-EM, CMOM, CMIS, CPCO
- Medicare Compliance by Ms. Lisa Maciejewski
- Radiology for CAs & RTs by Rich Reinhold, DC
- MUCH MORE: See Pages 24-26 or complete details on web calendar

Rad Tech Certification Program & ACRRT Exam - *IN-PERSON / VIRTUAL HYBRID*

Consists of:

- October 9-10, Virginia Beach: 13 hours in-person training by Dr. Rich Reinhold (in conjunction with UVCA Fall Convention)
- October 23-24, Virginia Beach: 13 hours in-person training by Dr. Rich Reinhold
- November 6: 6 hours of LIVE VIRTUAL training by Dr. Victor Rizzo - NEW!
- November 13: 6 hours of LIVE VIRTUAL training by Dr. Victor Rizzo - NEW!
- Concurrent/completed before November 6: 12 hours of online/on-demand coursework
- December 4, Richmond: ACRRT Exam

Dr. Rizzo has helped strengthen Pennsylvania's test scores & we are excited to add him to our training team!

Pain Management of Chronic & Neuropathic Conditions: Integration of Lasers, E-stim & Ultrasound - *VIRTUAL HYBRID*

By Nelson Marquina, PhD, DC

Consists of:

- November 13, 2021 - 6-hour live webinar
- November 13-20, 2021 -- 4 hours of self-paced online/on-demand content featuring video demonstrations

Standalone 10-hour seminar OR part of the 50-hour Neuromusculoskeletal Medicine Program through the University of Bridgeport, depending on your goals/needs

More Online/On-Demand for DCs & CAs:

- CA Training from Assistants for Chiropractic Excellence
- Online CEUs through ChiroCredit.com and EON!
- DOT Testing through TeamCME and NYCC
- Online Rad Tech CEUs through mycourse

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

See Supplier Member event listings, too!

The Virginia Voice

Summer 2021

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