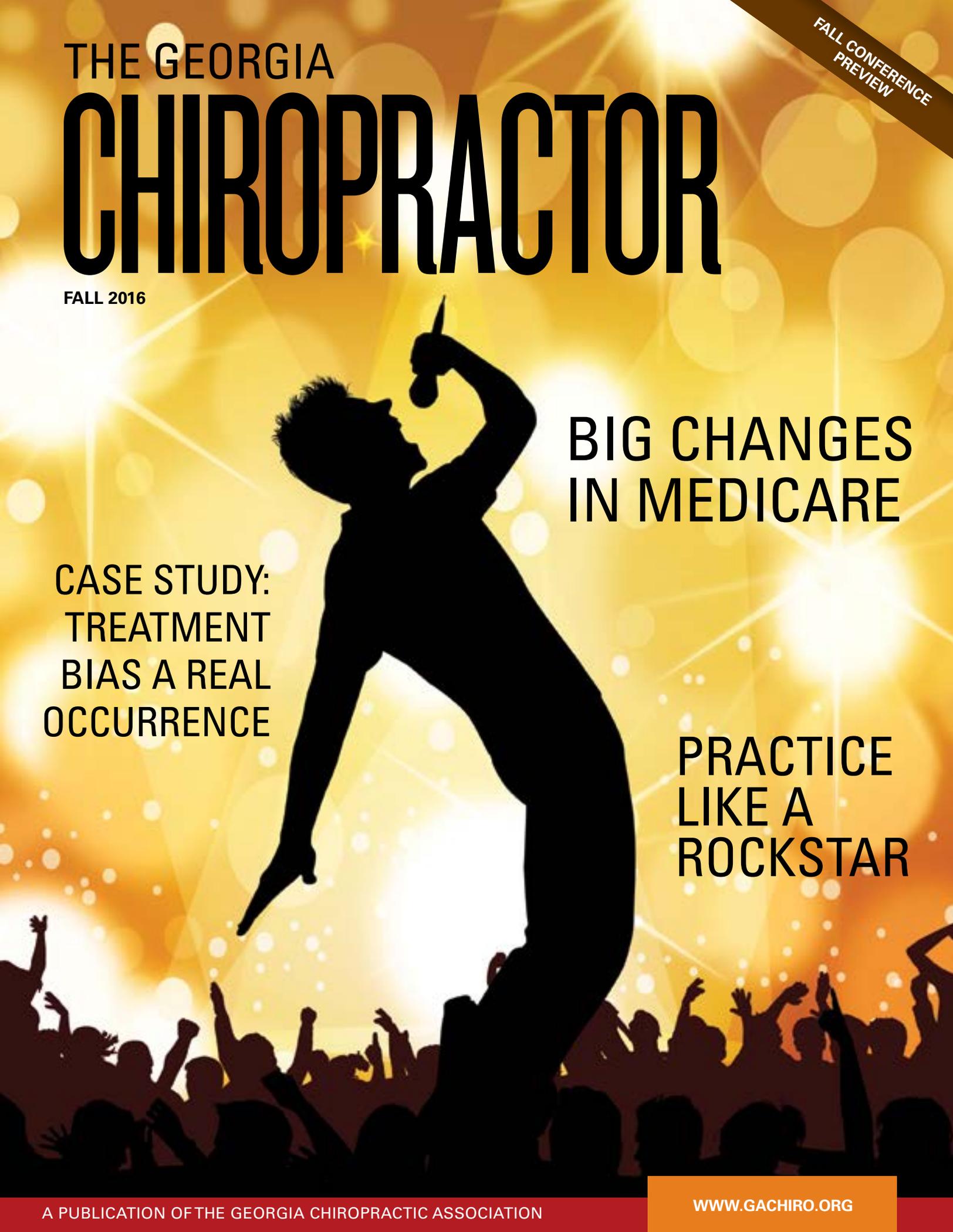


THE GEORGIA

# CHIROPRACTOR

FALL 2016

FALL CONFERENCE  
PREVIEW



**BIG CHANGES  
IN MEDICARE**

**CASE STUDY:  
TREATMENT  
BIAS A REAL  
OCCURRENCE**

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LIKE A  
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<sup>\*</sup>Attorney Ted Greve is a Georgia licensed doctor of chiropractic. He practices only law.

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## Thank You for a Wonderful Year

It seems like only a few weeks ago when I took the oath of office to become the Georgia Chiropractic Association's president; of course, it's been almost a year and at our upcoming 104th Annual Fall Conference, I will join the ranks of some highly-esteemed colleagues of mine as one of GCA's many past presidents.

We have had some sweeping changes over this past year, particularly adding new benefits for our members to improve their practices and ultimately save money, and I look forward to going over some of our new additions at our annual meeting during the conference, beginning 1:30 p.m. on Friday, Oct. 21. I hope to see you there.

Speaking of our Fall Conference... if you haven't attended a GCA event in a few years, trust me when I say to **make 2016 the year you come to our Fall Conference**. I know that you might expect me to say that, considering I'm not only the president but also a long-time supporter of our association. Just hear me out...

First of all, you can come for completely free. That's right, we're offering completely free non-CE business building classes, all aimed to help you build your practice and increase your income. (Just remember that, while free, we still require pre-registration for these classes.)

Secondly, **2016 is a CE renewal year**. And after Fall Conference, we're only going to have one more opportunity to get your CE hours (Dec. 9-11). Just to repeat... if you still need CE credits before Dec. 31, this Fall Conference is one of your two remaining opportunities.

What's really great this year is that you can do a mix of both our free non-CE classes and some CE classes... or you can come just for the non-CE track, or just for CE credit. You can design a really personalized program that is perfect for you and your business needs.

Finally, and probably most importantly... GCA events are just plain fun. We've evolved over the past few years, and with the competent leadership of Dr. Leana Kart as chairwoman of our conference planning committee, our conferences are quickly becoming the "can't miss" events for our profession. I'm particularly excited for our "All-Access VIP Meet & Greet," on Friday from 6-8 p.m. Feel free to dress up and let your inner ROCKSTAR out.

Finally, as I look back over my first letter in this publication as your president, I wrote "For GCA, the best is yet to come." I believed it then, and I believe it even more now. We have a talented team with our board members, staff and the entire GCA membership. I look forward to our continual improvement and success for many years to come.

At our annual meeting, I will step down and Dr. Richard Buchanan will take over as president for 2016-2017, with Dr. Leana Kart to be sworn in as president-elect. These are two strong, capable leaders with dynamic ideas on how to propel our association, and our entire profession. I'm excited for the next few years.

So thank you all for the opportunity of being president of this association. Every year presents its challenges and ups and downs... but GCA is truly a fine group of people with the singular mission of promoting chiropractic. It's been a true honor to have served in this capacity, and I am grateful for every minute.



Respectfully, **Edwin Davis, D.C.** • President

# Top Malpractice Attorney's 6 Recommendations for D.C.s



*In my 35-year career, I've seen a lot, including what factors really make a difference in a malpractice lawsuit. Among my recommendations ...*

Michele Quattlebaum, J.D.

## #2 You Should Be the One to Determine Your Own Destiny

**A true consent to settle policy provision is vital.** Some policies claim to have consent, but also have arbitration clauses. If there is an arbitration clause, you have no right to consent. You must arbitrate. It is very important to understand your policy and not be surprised by clauses you don't understand.

Some companies say, "We've never lost a case," but they don't try cases. You will have to go to mandatory binding arbitration. That means you don't get your day in court to clear your name. You also lose the opportunity for an appeal.

A decision to settle a claim of professional negligence will follow you for years. It is imperative for you to be the one to control the decision whether to go to a jury verdict or settle before trial. **At NCMIC, you hold the key to whether a case is settled or goes to court.**



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## Ready to ROCK at Fall Conference!

### THE GEORGIA CHIROPRACTOR

Fall 2016  
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I just got back from a conference for association executives, and I am pumped up!

I always come back from conferences more excited than ever about my job and how I can make the Georgia Chiropractic Association even better with the new ideas I've learned, not just from the classes I attended but with some great advice from what my colleagues in other associations are doing.

The GCA staff and I are committed to providing you a similar experience at our 104th Annual Fall Conference and Trade Show, Oct. 20-23 in Atlanta. With input from our hardworking Conference and Education Committees, we not only have a ROCKSTAR line-up of CE speakers, but we're also offering a variety of great practice building seminars as well.

Starting that Thursday, Oct. 20 at 7 p.m., a panel of P.I. experts will share their secrets to resolving personal injury cases successfully. On Friday, Ryan Maule from Integrity Doctors and six-time EMMY®-award winner Dr. Shawne Duperon will show you proven methods to gaining new patients. And on Sunday, Stuart Oberman will go over employment laws that affect chiropractic offices, and Ryan Buchanan, CFP will cover financial planning.

The best part? All of these sessions are absolutely FREE to attend. But you MUST pre-register, as space is limited.

Another exciting change we have is our Friday night "All-Access VIP Meet & Greet." We're expanding it to two hours and keeping the show floor open during that time to allow you to have more quality time with the exhibitors who help make this show possible. PLUS, we are inviting a select few medical doctors and top attorneys who know the value of chiropractic to help YOU build the referral relationships you need to thrive in practice.

Finally, instead of our traditional Saturday evening dinner, we're hosting a luncheon so more of you can attend. A ticket to the luncheon is included in each 20-hour and CA registration package; those who are taking less than 20 hours or are only attending the free, non-CE events may purchase a lunch ticket separately.

So, get ready to practice like a ROCKSTAR! Join the GCA Board of Directors and staff for a fun and educational conference, and leave with a renewed sense of excitement about your profession.

**Valerie Smith, M.A.** • Executive Director





# ASSOCIATION NEWS

## *event calendar*

OCT. 20-23

### **GCA's 104th Annual Fall Conference & Trade Show**

Westin Atlanta Perimeter North  
(same location as 2015!)

NOV. 5, 2016

### **C.A. X-Ray Safety Certification**

Tucker, Ga.

DEC. 8, 2016

### **GCA Holiday Party**

Location TBD

DEC. 9-11, 2016

### **GCA 20-Hour CE Weekend**

Hilton Atlanta/Marietta  
Hotel & Conference Center

DEC. 10, 2016

### **GCA Board of Directors Meeting**

Tucker, Ga.

JUNE 9-11, 2017

### **GCA's Annual Spring Conference & Trade Show**

Hilton Savannah Desoto  
Savannah, Ga.

*Visit [gachiro.org](http://gachiro.org) for a complete list of upcoming events*

## **GCA Sells ActivHealthCare**

The Georgia Chiropractic Association has sold its subsidiary, ActivHealthCare, to Dr. Joe Cipriano.

ActivHealthCare, a comprehensive chiropractic network, continues to serve its member providers.

“While we have a different owner, we will continue working with providers and insurers as we always have,” explained ActivHealthCare Executive Director Mark Brickhouse. “This change will also allow us to explore new business opportunities as well.”

“ActivHealthCare has been a great sponsor over the years, and we wish the company well as it enters this new chapter,” GCA President Dr. Edwin Davis said.

For more information, visit [www.ActivHealthCare.com](http://www.ActivHealthCare.com).

---

## **Referral Reception a Great Success**

Always seeking to provide value to chiropractors across Georgia, the Georgia Chiropractic Association hosted its first Referral Reception in Marietta on Sept. 15.

“It was an amazing networking opportunity, with not only chiropractors but chiropractic-friendly health care professionals and attorneys,” said Dr. Leana Kart, incoming GCA president-elect and emcee of the evening. “I personally enjoyed hearing the stories some GCA members shared about how our association has helped them in practice.”

GCA will host similar events in the future; be on the lookout in your mail and inboxes for information!

---

## **GCA Past President Culbreth Embraces Retirement**

Dr. Arch Culbreth of Savannah recently announced his retirement after more than 30 years of practicing.

Culbreth is a well-known name in the Georgia Chiropractic Association as an active volunteer, including serving as president from 2001-2003. He was also GCA's Chiropractor of the Year in 2009.

He joined the profession at the suggestion of his father, Lamar Culbreth, and under the mentorship of Dr. Deane Mink and Dr. William Harris.

Please join us in congratulating Dr. Culbreth, and thanking him for dedicating his life to the betterment of the chiropractic profession!



## GCA's Alpert Sworn in to Board of Examiners

GCA member and former director Dr. Robert Alpert was sworn in as the newest member to the Georgia Board of Chiropractic Examiners by Gov. Nathan Deal in Atlanta, Sept. 7.



From left, Drs. Andy Krantz, David Wren, Mary Watkins, Joseph Krzemien and Robert Alpert form the new Board of Examiners. GCA member Watkins was recently named as the chairwoman of the board.



## Congratulations to Kart, Paxton on Life University Awards

GCA members Dr. Leana Kart and Dr. Josh Paxton (not pictured) both received The Majestic Eagle Service Award, a LIFEforce 1000 award at Life University's LIFE Vision seminar event in July.

LIFEforce 1000 is a group of 1,000 chiropractors committed to changing the world.



# CASE STUDY

## Anatomical Deficiency of the Lower Extremities Leading to Adult Scoliosis and Chronic Lower Back Pain

By Joseph J. Cipriano, D.C.

Low back pain is considered to be chronic if it has been present for longer than three months. Chronic low back pain may originate from an injury, disease or stresses on different structures of the body. The affected structure will send a signal through nerve endings, up the spinal cord and into the brain where it registers as pain. Many times, the source of the pain is not known or cannot be clearly defined.

The key in determining causation may be difficult in certain cases. A good patient history and a thorough physical examination by a well-trained clinician are the most important aspects of the evaluation. Patients have many choices when it comes to episodes of spine pain, and confusion exists as to what type of provider the patient needs to see to properly evaluate and treat the condition.

Even when a well-trained clinician examines the patient, based on specialty, treatment bias is a concern when a not-so-clear diagnosis of chronic back pain is established.

### CASE HISTORY

This case study is an example of a patient with chronic back pain who is well-versed in health care issues. This patient happens to be a pharmacist.

Patient is a 42-year-old overweight male with a BMI of 35. Patient reported chronic lower back pain with no radiculopathy for several months before seeking any treat-

ment. Patient reported pain levels of 5 to 7 on a scale of 1 to 10 depending on activity levels. Again, patient is a pharmacist working 12-hour shifts in which he must stand for the entire shift with no sitting permitted. Patient was taking NSAIDs with little relief. Patient presented to his PCP who obtained X-rays of the patient. X-ray revealed a 10° right scoliosis (fig. 1). Physical therapy with muscle relaxant medication was prescribed. After six weeks, patient returned to his primary care provider with continued complaints of lower back pain, again with no radicular component. Patient was referred for orthopedic spine surgery consultation. An MRI of his lumbar spine was ordered, revealing degenerative joint disease at multiple levels with an L5/S1 focal extrusion which extends into the spinal canal (fig. 2).

Patient was advised to undergo a micro discectomy at the L5/ S1 level. Patient researched various physicians for a second opinion. Patient was seen by another orthopedic spine surgeon specializing in complicated spine surgeries. The second opinion suggested that a micro discectomy would not address his current complaints. Patient was advised to continue physical therapy for six more weeks. If this did not address his issues, then the patient should lose some weight and pursue a more complicated operation to address his scoliosis, which in the opinion of the surgeon would address his issues. This

operation was to include hardware, such as rods and screws which would straighten out the spine (fig. 3).

Patient continued with more physical therapy and anti-inflammatory medication, again with little relief. Patient was at a point where his activities of daily living were affected, including his job. Patient chose the least invasive of these two procedures and he underwent a micro discectomy at L5/S1. Unfortunately, his spinal pain persisted.

### EXAMINATION

After several months of continued pain, patient presented to me with complaints of low back pain with no radicular component. Patient continues with pain levels between a 5 and a 7 on a scale of 1 to 10. A physical examination was performed, including reviews of his past imaging studies. Patient revealed frustration with his condition.

Physical examination revealed limited motion in all lumbar planes of motion. There is facet joint tenderness at L4/L5 and L5/S1 bilaterally. Kemp's test was positive for low back pain. SLR and other root tension signs were negative. Orthopedic testing of the hips, knees and ankles were unremarkable. There was marked tension between the right and left paralumbar musculature which is more pronounced on the right. There was also marked tension of the left psoas muscle as compared to the right. His position



Figure 1

revealed no reduction in the angle of the scoliosis upon forward flexion. Measurement of the lower extremities were obtained which revealed a 17 mm discrepancy between the right and left leg with the left leg being short.

### X-RAY FINDINGS

X-rays were obtained in the standing position (fig.4). X-rays revealed the same 10° left lumbar scoliosis with approximately 15 mm of obliquity between the right and left iliac crests. Additional X-rays reveal the same obliquity between both humeral heads.

We discussed treatment options with him and he agreed on a trial of care for three weeks. If there was marked improvement we would continue as needed; if not, we were to discuss other treatment options.

### TREATMENT

My first objective was to attempt to level out the obliquity between the two extremities. I prescribed a heel lift of 15mm which was to be inserted into his left shoe. Patient was told to use this lift for several hours a day over one week, at which point it would be used most of the day.

The next objective was to reduce tension on the tight left psoas muscle with stretches. Manipulation was performed to his lumbar spine and sacrum. Physical therapy modalities such as muscle stimulation and ultrasound were also implemented.



Figure 2

After three weeks of treatment patient reported marked improvement in his pain levels which reduced to a 3 and 4 on a scale of 1 to 10. Patient was more comfortable standing for his 12-hour shifts but still not pain-free. An X-ray of his lumbar spine was also performed to evaluate any change in his lumbar scoliosis (fig. 5). As you can see, the 10° scoliosis that was recorded prior to treatment and with the introduction of a heel left was reduced to 0° with pelvic obliquity also reduced (fig. 1 and 5). Patient continued treatment for another three weeks. Patient was able to exercise and some weight reduction was achieved. Patient pain levels were recorded as a 0 to 2 on a scale of 1 to 10 depending on activity levels. Patient was able to stand for longer periods of time at work with reduced pain levels.

### CONCLUSION

When patients present with spine pain when there is not a clear diagnosis or pain generator, treatment bias based on specialty is a common occurrence. It is far too common to prescribe opioid medication and perform procedures not in the best interest of the patient, than to consult with other specialties to see what can be offered. We as a profession also have this bias and we also need to consult with other specialties to see what they can offer for the betterment of the patient.



Figure 3



Figure 4



Figure 5

104<sup>TH</sup> ANNUAL  
 GEORGIA CHIROPRACTIC ASSOCIATION  
**FALL CONFERENCE  
 AND TRADE SHOW**  
**OCTOBER 20-23, 2016**

**PRACTICE LIKE  
 A ROCKSTAR**  
**JOIN THE GCA TOUR!**



By Carly Sharec

Crank up the iPod and put on your dancin' shoes – it's once again time for the Georgia Chiropractic Association's 104th Annual Fall Conference & Trade Show. And we hope you're ready to rock!

"The Fall Conference is really our best event of the year," said Dr. Leana Kart, Fall Conference Committee Chairwoman and incoming GCA President-Elect. "And since our chiropractors really ROCK – what better way to honor our profession than with a ROCKSTAR theme?"

This year's show is Oct. 20-23 at the Westin Atlanta Perimeter North (same host hotel as last year). Classes kick off that Thursday evening with two FREE non-CE classes going over depositions, court testimony and PI reimbursement. Then the main event starts with a bang at 8 a.m. that Friday morning, with a trade show and multiple classes from which you can mix-and-match for the perfect schedule.

"There are topics to appeal to every chiropractor," said GCA President Dr. Edwin Davis. "Something very exciting this year is we are offering free non-CE classes to help chiropractors build up their practice. These classes are for anyone – whether you're a practicing chiropractor, a C.A. or a student. Anyone will be able to learn and grow from these topics."

Ready to get started planning for the best professional weekend of the year? Read (and rock) on!

## Rockin' CE Speakers

We have a full CE schedule for this year's Fall Conference – you will definitely find something that suits your interests and preferences for this CE renewal year.

Get started with **Jurisprudence, 8-9 a.m., Friday, Oct. 21 with Dr. Mary Watkins, D.C. and Aubrey Villines, J.D. (1 hour CE)**

For Risk Management, attend **Protecting Your Practice in an Over-Regulated World, 9 a.m.-1 p.m., Oct. 21 with Dr. Ty Talcott, D.C.** This course will simplify the implementation and maintenance of an appropriate HIPAA compliance program in the typical chiropractic clinic. (4 hours CE)

To wrap up Friday's CE track, join **Dr. Guy Riekeman, D.C. from 3-6 p.m., Oct. 21 for Philosophy.** Explore the impact D.C.s have on patients and experience the value of chiropractic like never before with Life University's president. Thanks to Life University for sponsoring Dr. Riekeman (Booth #307). (3 hours CE)

Drs. **Ted Carrick, Dan Murphy and Lorraine Gravante** get Saturday, Oct. 22 going beginning 8 a.m.

**Dr. Lorraine Gravante, D.C. will speak 8 a.m.-noon, Oct. 22 on "The Path to Metabolic Enlightenment."** This course utilizes nine case studies for a simple yet profound program to treat a

**REMEMBER, 2016 IS  
A RENEWAL YEAR!**

wide range of chronic issues, including arthritis, adrenal fatigue, metabolic syndrome and PCOS/infertility. Thanks to Xymogen (Booth #110) for sponsoring GCA member Dr. Gravante as a speaker. (4 hours CE)

Acclaimed speaker **Dr. Ted Carrick, D.C.** will speak **8 a.m.-5 p.m., Oct. 22 on “Introduction to Functional Neurology & Movement Disorders.”** Chiropractic treatment for comas, vertigo, movement disorders, cord syndromes and brain lesions has attracted attention from around the world. In this class, you’ll be exposed to advanced neurological applications specific to chiropractic practice. Thanks to The Carrick Institute (Booth #301) for sponsoring Dr. Carrick’s lecture. (up to 8 hours CE)

Also speaking from **8 a.m.-5 p.m., Oct. 22 is Dr. Dan Murphy, D.C. on “Pain & Inflammation.”** Learn the three basic types of pain and the physiological basis for each, along with the inflammatory cascade and the anti-inflammatory cascade. The class continues **8 a.m.-noon, Oct. 23.** Dr. Murphy is sponsored by Nutri-West Blue Ridge (Booth #100). (up to 12 hours CE)

Beginning **1-5 p.m., Oct. 22 is Dr. Tim Maggs, D.C. on “Become the High School Sports Doctor in Your Community.”** Learn how to perform the best biomechanical exam out there today! You’ll come out of this session understanding the three stages of injuries that athletes suffer and how to appropriately treat them. This class will continue **8 a.m.-noon, Oct. 23.** Thanks to Foot Levelers (Booth #414) for sponsoring Dr. Maggs. (up to 8 hours CE)

Also on Sunday is **“Enhance Clinical Results with Homeopathy,” 8 a.m.-noon, Oct. 23 with Marge Roberts.** Examples of adjunctive homeopathic use for various conditions will be discussed, along with common homeopathic terminology. This course will equip you to better communicate with your patients who use homeopathics. Ms. Roberts is with Newton Homeopathics (Booth #201). (4 hours CE)

## **NEW and FREE Business Building Track**

Whether you have your CE credits for the year or only need a few more hours, then you will not want to miss our FREE non-CE Business Building track. These are all topics designed to help you grow your practice. Also – *EVERYONE can attend these courses, from practicing chiropractors to C.A.s to student members!*

These classes kick off **7-9 p.m., Thursday, Oct. 20** with an expert round table discussion on **Depositions,**

**Court Testimony & PI Reimbursement.** Uncover the secret to successful PI case resolution!

Friday is all about marketing with two ALL-STAR speakers. **From 9 a.m.-1 p.m., Ryan Maule** will teach **Easy New Patients**, going over print marketing, SEO, Google, Facebook, Twitter ... all great ways to reach out to new patients. Thanks to Integrity Doctors (Booth #112) for sponsoring Maule.

Then, the EMMY® award-winning **Dr. Shawne Duperon** will help attendees learn how to leverage their personal charisma, social media tactics and traditional media engagement to amplify reach. This class is **Grow Your Practice Now: How to Increase Your Patient Base and Create More Profits.** We appreciate Cryo-derm (Booth #200) for sponsoring Duperon’s class.

We have another full day on Sunday, with **Stuart Oberman, Esq.** teaching **Employment Law** from **8-10 a.m.** Oberman is with Oberman Law Firm (Booth #309).

And finally, **Ryan Buchanan, CFP** will help you chart your future with a course in retirement planning, **10 a.m.-noon.**

## **Be the Real VIP**

Beyond the educational tracks, attendees will get the real star treatment at any and all of our social events planned for the weekend.

Get ready to rock at our **All-Access VIP Meet & Greet, 6-8 p.m. Friday, Oct. 21.** There will be food, drink, bangin’ music AND extended trade show hours. Check your conference program for the room number.

From **Noon-1 p.m., Saturday, Oct. 22,** join us for our **President’s Luncheon & Awards Ceremony.** (Our 20-hour CE and C.A. attendees each receive one free ticket; additional tickets are \$35 each.)

The **President’s Suite** will also be open **from 9-11 p.m. on Thursday, Oct. 20, Friday, Oct. 21 and Saturday, Oct. 22.**

And finally, feel free to take advantage of our **GCA Green Room** at any point during the conference. Enjoy a comfortable chair while recharging your mobile device whenever you need a break.

Thanks to Life University for sponsoring the Green Room!

Be sure to refer to your attendee program and our new event app for the complete accurate schedule of the entire Fall Conference!

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# CA COURSES

## SATURDAY, OCT. 22

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Ms. Laurie Simpson, C.C.A., C.C.C.P.C.

## SUNDAY, OCT. 23

**Team Building** 8-10 a.m.  
Ms. Laurie Simpson, C.C.A., C.C.C.P.C.

**X-Ray Positioning** 10 a.m.-noon  
Kevin Lewis, R.T.

Chiropractic assistants are also welcome to attend our non-CE Business Building classes on Thursday, Friday and Sunday! Pre-registration is required.



Search for 'GCA Fall Conf' and download our event app on your smartphone.

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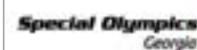
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GCA'S MATHIAK

## Eyes the House

By Carly Sharec



*Dr. Karen Mathiak*

GCA Board Member Dr. Karen Mathiak knew she wanted to be involved in politics fairly early in her career.

“My ultimate goal was to be a state legislator,” she said. “But it just took some time. When you’re young and in practice, you’re paying attention to your practice. So it’s harder to be involved at that level.”

The timing was right this past year, when Mathiak set her sights on House District 73, which encompasses parts of Henry, Spalding and Fayette counties.

Ultimately, Mathiak clinched the Republican nomination for the seat by nearly 500 votes in the June run-off election. Her sights are now turned to November, when she’ll be on the ballot against the Democrat candidate.

“The Georgia Chiropractic Association was the bulk of my support,” Mathiak said. “I could not have done this without GCA. It takes a team to win, and to win the way we did. We won because we allowed constituents to see who I am, they got to see my personality and they got to see that I’m serious about being a good legislator.”

If elected in November, Mathiak will become the first chiropractor elected to the Georgia House of Representatives.

“Of course, my major interests are going to be insurance and health care, for

obvious reasons,” she said. “But we’ll see where I best fit. Also, I’ve made myself available to the three counties in my district. In my opinion, it’s very important to build relationships not only at the Capitol with our legislators and lobbyists, but inside the district, too. We need those relationships.”

All throughout her campaign, Mathiak and a team of volunteers knocked on doors and made phone calls to promote her candidacy.

“I just want to thank the people who helped me,” Mathiak said. “Robert Alpert, Charlie Weiss, Bernadette Merricks, Leana Kart, Winston Carhee, Diane Hamby, Mark Brickhouse and his staff, John Webster – I know I’m leaving people out. But I couldn’t have done it without them. I’m just so grateful.”

The race isn’t over yet - Mathiak still needs to win the November election.

“We’ll have some fundraisers, because everything costs money!” she said. “And we’ll be running pretty much the same ground campaign. I want constituents to know who I am.”

To learn about Mathiak’s campaign and how you can help before the November election, visit her website at [weneedkaren.com](http://weneedkaren.com).

# weneedkaren.com

## GCA WELCOMES

# New Board Members

By Carly Sharec

When the Georgia Chiropractic Association Board of Directors met in Savannah for their strategic planning session, they welcomed two new members while two current members changed their positions on the board.



### Dr. Karen Mathiak

As a new addition to the GCA Board of the Directors, Mathiak is also making waves on the political scene, poised to become the first chiropractor elected to the Georgia House of Representatives if she wins the District 73 election

in November.

A 1984 graduate of Life University, she began her practice in Griffin right after graduation, where she currently remains. When not practicing or campaigning, she loves outdoor activities, including spending time with her horses and swimming.

“I would love us to build those strong, chiropractic relationships that build a strong future in our profession,” Mathiak said.



### Dr. Kenneth Register

Formerly GCA Secretary, Register was sworn in as a Director.

A 1997 Life University graduate, Dr. Register started practicing with the late Dr. Deane Mink’s Valdosta practice in 1998. Prior to Life, the Adel, Ga. native attended Troy

State University for pre-med studies. He has been a member of GCA since 1998. Nearly 20 years later, Dr. Register still practices at Mink Chiropractic Center.

In addition to his practice and volunteer work with GCA, Register enjoys spending time with his family, exercising, fishing, hunting and cheering on the Georgia Bulldogs.



### Dr. Chris Connelly

Connelly was sworn in as GCA Secretary, having previously served as a Director.

A 1997 Life University graduate, Connelly also graduated from Radford University in 1994 with a major in Biology. He has multiple

certifications, including as an insurance consultant through Texas Chiropractic College. Connelly has taken the helm of GCA’s Insurance Committee, helping to provide detailed answers for GCA members with specific insurance questions.

Dr. Connelly practices at Village Chiropractic in Stone Mountain. When not in the office or at a GCA event, he enjoys spending time with his family and traveling.



### Dr. Mark Cotney

A 1983 graduate of Palmer College, Cotney has been in private practice in Thomaston for the past 31 years.

Cotney’s mother, Hazel Cotney, served as GCA Executive Director for many years.

“My goal is for the GCA to represent all chiropractors in the state of Georgia, whether they’re mixers or straight,” Cotney said. “Legislate broadly, and practice as narrowly as they wish.”

When not in practice or volunteering for GCA’s Insurance Committee, Cotney enjoys woodturning, golfing, hunting and fishing.



# INSURANCE

## CHIROPRACTORS BRACE FOR

# Medicare Payment Changes

Information Courtesy of the Centers  
for Medicare & Medicaid Services

Some big changes are set to come up for Medicare beginning in 2017, and the Georgia Chiropractic Association is urging its members to be prepared.

“New Medicare reporting requirements are set to be finalized and published on Nov. 1,” said Dr. Mark Cotney, a GCA Director and member of the GCA’s Insurance Committee. “The American Chiropractic Association states they will get right on it and publish what we as D.C.s need to know and what we need to do on Jan. 1.”

The Quality Payment Program is the outcome of the Medicare Access and CHIP Reauthorization Act of 2015, or MACRA. Currently, Medicare measures the value and quality of care provided by health care workers through a patchwork of programs. Congress streamlined these various programs into a single framework to help health care workers transition from payments based on volume to payments based on value. The proposed rule would implement these changes through a unified framework called the Quality Payment Program, which includes two

paths: the Merit-based Incentive Payment System (MIPS) and the Advanced Alternative Payment Models (APMs).

Most Medicare clinicians will initially participate in the Quality Payment Program through MIPS. MIPS allows Medicare clinicians to be paid for providing high value care through four performance categories – quality, advancing care information, clinical practice improvement activities and cost.

This proposal seeks to streamline and reduce reporting burden across all four categories, while adding flexibility for physician practices. The Centers for Medicare & Medicaid Services would begin measuring performance through MIPS in 2017, with payments based on those measures beginning in 2019.

MIPS will take the place of the Physician Quality Reporting System and Meaningful Use Attestation.

GCA members should continue checking emails and the semi-monthly members’ only e-newsletters for continued updates.

## Chiropractic Organizations Continue Push for Medicare Equality

By Carly Sharec

The ongoing push to ensure senior citizens receive the Medicare coverage they need and deserve continues to dominate discussion with chiropractic lobbyists in Washington D.C.

“It’s moving forward in the congressional calendar,” said John Falardeau, senior vice president of public policy and advocacy with

the American Chiropractic Association. “I think we may get it introduced sometime before the end of the year, but if it doesn’t pass we certainly have an opportunity then to push this early next year.”

Medicare’s chiropractic patients are not fully covered under the current policy, so both the American Chiropractic Association and the

International Chiropractors Association are working on separate petitions to ensure Medicare equality for chiropractic patients.

GCA encourages members to review both petitions and sign the one according to your views on chiropractic. Links to both online petitions can be found on our website, [gachiro.org](http://gachiro.org).

2016

NOVEMBER ELECTION:

# The Dates & Info YOU Need to Know

By Carly Sharec

**E**lection Day is rapidly approaching, and there are plenty of important issues driving voters to the polls this year.

You can check your voter registration status, find your polling place, and where and how you can participate in early voting all at [sos.ga.gov](http://sos.ga.gov). (Early voting is set for Oct. 17-Nov. 4 throughout the state, though times and locations will vary by your county.)

Voter participation rates are expected to be high this year due to the contentious nature of the presidential campaign, with Democrat Hillary Clinton and Republican Donald Trump in a tight race. Also on the ticket are Libertarian Gary Johnson and Jill Stein of the Green Party.

Health care professionals are carefully watching the outcomes of the presidential race in particular; Trump has said he plans to completely repeal the Affordable Care Act while Clinton wants to “continue building” on the plan, including expanding Medicaid and investing up to \$500 million annually on an “aggressive enrollment” campaign.

A more detailed look at both Trump’s and Clinton’s health care proposals was in our Summer 2016 issue, available on our website at [gachiro.org](http://gachiro.org) (select “The Georgia Chiropractor” under the “Educate” tab).

In the state election, GCA’s own Dr. Karen Mathiak is running for Ga. House District 73, representing portions of Fayette, Spalding and Henry counties. (You can read more about Mathiak’s campaign on p. 16.)

We encourage all of our readers to get out and vote!

## GCA-PAC: Leading the Way for Chiropractors

By Dr. Vince Erario, PAC Volunteer

GCA-PAC is the voice of chiropractors in the Georgia political arena. Its goal is to elect and support pro-chiropractic incumbents and candidates to the Georgia Senate and the Georgia House of Representatives through grassroots activities, communications and direct financial contributions. It is entirely funded by voluntary contributions from chiropractors and their supporters.

GCA-PAC is bipartisan and contributes to pro-chiropractic Democrats and Republicans.

All contributions are completely voluntary and will not result in advantage or disadvantage in your relationship with GCA or GCA-PAC. Contributions to GCA-PAC are not tax-deductible.

Your contributions:

- Strengthen your practice and our profession by promoting positive chiropractic legislation;
- Educate legislators on chiropractic issues;
- Help elect pro-chiropractic leaders to the state legislature;
- Support the profession’s visibility at the state capitol.

Any contribution amount is appreciated; a minimum donation amount of \$250 gives you full GCA-PAC membership and grants you the right to participate and vote on issues that come up before the PAC membership. GCA-PAC will meet during Fall Conference, 5-6 p.m. Oct. 22.

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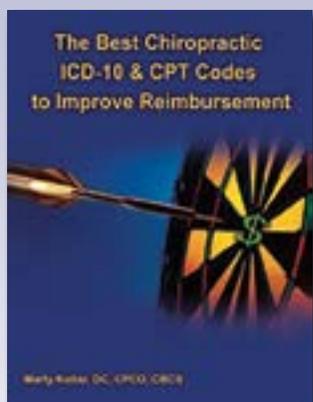
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# NATIONAL NEWS

## U.S. Surgeon General Advises Physicians to Avoid Opioid Prescriptions

Chiropractors across the United States are applauding the U.S. Surgeon General's new push to #Turn-TheTide, urging health care professionals to turn to other methods of pain management before prescribing opioids.

Dr. Vivek H. Murthy sent a letter to every doctor in the country at the end of August, urging them to educate themselves on treating pain "safely and effectively" – without the use of opioids.

"Many of us were even taught – incorrectly – that opioids are not addictive when prescribed for legitimate pain," Murthy wrote in his letter.

The Surgeon General urged more education on pain management and pain relief, as well as better screening patients for opioid abuse.

More information is available online at [www.surgeongeneral.gov](http://www.surgeongeneral.gov).

## Sports Medicine Licensure Clarity Act PASSES in U.S. House

The U.S. House of Representatives unanimously passed H.R. 921, or the Sports Medicine Licensure Clarity Act – INCLUDING doctors of chiropractic in the bill's wording.

This bill will enable health care professionals to cross state lines and treat traveling athletic teams while still being covered by malpractice insurance.

"Continuity of care for athletes is important as they cross state lines to compete, and this bill will help ensure they can be treated by health care professionals they have come to know and trust," said David Herd, D.C., president of the American Chiropractic Association.

According to the ACA, currently all professional football teams as well as 28 major league baseball clubs have a doctor of chiropractic as part of their medical training staff. GCA member Dr. Hamid Sadri is the staff chiropractor for the Atlanta Braves this year.

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## ICA Continues Fight Against California's S.B. 277

California's S.B. 277 removes exemptions to vaccine requirements for many school children. Passed in 2015, the International Chiropractors Association's Legal Action Fund has helped to fund the legal battle to overturn the state law.

U.S. District Court Judge Dana Sabraw denied the injunction request in August. According to a news release from the ICA, "...the legal team pressing the case carefully reviewed (Judge Sabraw's) analysis and is preparing the next legal action in light of Judge Sabraw's findings."

"Because of the certainty of further legal action on this vital issue of personal freedom and choice, ICA will continue to raise funds that are dedicated to support this ongoing legal efforts," said Corey Rodnick, D.C., chairman of ICA's Legal Action Committee and Legal Action Fund.

More information can be found at [www.chiropractic.org](http://www.chiropractic.org).

“As chiropractors, we are forbidden by law from opting out of Medicare and treating under private contract.”

## CLARIFYING

# Misconceptions

By Laurie Simpson, C.C.A., C.C.C.P.C.

One of the most commonly misused codes is 97112. This code is described as follows: 97112 *Therapeutic procedure, 1 or more areas, each 15 minutes; neuromuscular reeducation of movement, balance, coordination, kinesthetic sense, posture, and/or proprioception for sitting and/or standing activities.* Breaking down the description from an outcome perspective, there must be a neuromuscular problem requiring skilled intervention to permit the patient to sit or stand. Examples include Proprioceptive Neuromuscular Facilitation (PNF), Feldenkreis, Bobath, BAPS boards and desensitization techniques.

There is a strong focus on the neurologic outcome's intention with use of CPT 97112. The example techniques referenced are not always reportable using 97112. The outcome is the determining factor, not the method of performance. For instance, the use of biomechanical ankle platform system (BAPS) boards is not always reported with 97112: When used to address strength, endurance, range of motion, and/or flexibility, the code result will be 97110 or 97530.

A review of carrier medical policy supports the conclusion that 97112 is appropriate only when the neurologic change is the primary outcome of the rehabilitative service. For example, consider the following medical policy published by Aetna ([www.aetna.com/cpb/medical/data/300\\_399/0325.html](http://www.aetna.com/cpb/medical/data/300_399/0325.html)): “Neuromuscular Reeducation – This therapeutic procedure is provided to improve balance, coordination, kinesthetic

sense, posture, and proprioception to a person who has had **muscle paralysis** and is undergoing recovery or regeneration. Goal is to develop conscious control of individual muscles and awareness of position of extremities. The procedure may be considered medically necessary for impairments which affect the body's neuromuscular system (e.g., poor static or dynamic sitting/standing balance, loss of gross and fine motor coordination, hypo/hypertonicity) that may result from disease or injury such as **severe trauma to nervous system, cerebral vascular accident and systemic neurological disease**. Standard treatment is 12 to 18 visits within a 4-6 week period.” It is not considered medically necessary to provide neuromuscular reeducation, kinetic therapy, and/or therapeutic exercises on the same day.

There are many techniques, manual and otherwise, that commonly are miscoded as 97112—keying off of supposed or actual secondary “proprioceptive benefits.” When you stay focused on the type of condition – for example, evidence of sitting or standing impairment – and validate that the primary therapeutic outcome is resolution of a significant neurologic deficit, mistakes with this code can be avoided.

Another common misconception is specific to Medicare. Some doctors believe that either not enrolling in Medicare or canceling their enrollment would allow them to treat Medicare-eligible patients without needing to follow Medi-

care rules. They believe this is opting out. It is not. The Social Security Act requires the doctor to submit a claim to Medicare when they treat a Medicare beneficiary. You cannot submit a claim without being enrolled in Medicare.

Some doctors think they can get around this by giving the patient an ABN and having them choose option 2. (When a Medicare patient chooses option 2 on the ABN, you are relieved from the statutory requirement of filing a claim to Medicare.) This will not work because according to the *Medicare Claims Processing Manual*, Chapter 30, Section 50.3, “Providers and suppliers who are not enrolled in Medicare cannot issue the ABN to beneficiaries.”

As chiropractors, we are forbidden by law from opting out of Medicare and treating under private contract. Chapter 15, Section 40.4 of the *Medicare Benefits Policy Manual* states: “The opt out law does not define ‘physician’ to include chiropractors; therefore, they may not opt out of Medicare and provide services under private contract.”

The best way to avoid misconceptions and errors in billing and coding is to stay educated in those areas. By attending seminars and staying up-to-date regarding coding and documentation information, you'll be able avoid potential inaccuracies. Preventing costly mistakes should be a high priority for every chiropractic office.

# PARTIAL AGENESIS OF the Posterior Arch

By J.C. Carter, D.C., D.A.C.B.R.



Dr. Carter is a GCA member. He maintains a busy film reading practice at 4480-H S Cobb Dr. #325, Smyrna, GA 30080 and is a full time faculty member at Life University. If you have **questions regarding his film reading service** please call 678-424-8588 or email at [jccarterdc@gmail.com](mailto:jccarterdc@gmail.com).

**A**genesis of the posterior arch is the second most common cleft anomaly involving the arch of C1 (spina bifida/spondyloschisis is the most common). Posterior arch agenesis can involve the entire posterior arch, can be unilateral involving half of the arch or can be seen as small or large clefts between the lateral mass and posterior tubercle. The clefts are what is referred to as “Partial Agenesis.”

Almost all of the cases of partial posterior arch agenesis are discovered as an incidental finding. The lesion is almost always asymptomatic. Although the boney ring is incomplete, a dense fibrous connective tissue remains at the site protecting the underlying neural structures.

The lateral view demonstrates a radiolucent cleft separating the posterior tubercle from the lateral mass. The edge of the lateral mass and the edge of the posterior tubercle are smooth and corticated differentiating from fracture or lytic destruction. Often the anterior tubercle will demonstrate stress hypertrophy confirming the finding is congenital.

The plain film radiographs are typically diagnostic and additional imaging is rarely needed. Instability is rare but flexion/extension films are of value to confirm stability. Adjusting is generally well-tolerated but may require adaptations regarding the contact point.



*In the neutral position a radiolucent cleft is seen between the posterior tubercle and the lateral masses. Note the smooth edges. In flexion, there is no appreciable forward translation of C1 confirming it is stable.*

## BUCHANAN POISED

# for GCA Presidency

By Carly Sharec



*Dr. Richard Buchanan*

A rather traumatic incident led incoming GCA president Dr. Richard Buchanan to his calling as a chiropractor.

“When I was a small child, my mom was involved in an automobile accident,” he said. “She got rear-ended while she was pregnant. After the pregnancy, she ended up having back surgery and was bedridden after that for several months.”

Then, his aunt began working for a local chiropractor and encouraged her sister to try it out. Reluctant at first, finally his mother agreed to give it a try.

“He was able to give her life back,” Buchanan said. “I was 9 years old, and I decided right then to become a chiropractor.”

Buchanan graduated from Palmer College of Chiropractic in Iowa in 1984, and opened his Stockbridge office 30 years ago on Aug. 26, 1986.

An active volunteer over the years for the association, Buchanan will be sworn in as the Georgia Chiropractic Association’s next president during the GCA Annual Meeting, 1:30-3 p.m. Oct. 21.

“A big goal of mine is for us to develop a communication strategy, not only with the chiropractic profession but with the rest of the health care community and with the public so we can effectively get our message out there,” he said.

“I would love for GCA to be able to bring in more active members so that we can create a greater impact in the health care community,” Buchanan continued. “I think when we are able to develop some commonality, and see our similarities instead of our differences, then we can become a powerful voice for our patients.”

GCA presidents traditionally select a word to best describe the mission of their presidency – Buchanan has selected “transparency.”

“What that means is that our association members can see and fully trust that we’re working for their best interests,” he explained.

When not practicing and serving on the GCA board, Buchanan enjoys reading and spending time at the lake. Buchanan and his wife, Pam, are welcoming their first grandchild at the beginning of October.

“I really just want us to grow this profession so that we can protect it for the future and for our patients,” Buchanan said. “That’s really the biggest goal that I have.”



## to Chiropractic Career

By Carly Sharec



Ambrose Koll

It was a long, meandering road that ultimately led Ambrose Koll to Life University and a career in chiropractic, but now that he's here, he feels like he's home.

"I've always been more service-oriented," the 28-year-old said. "Being a middle child, I was always taking care of my family. I started cooking when I was 8 to help out my mom. I love that nurturing aspect of making food for people and providing that basic need and making it fun and flavorful."

Starting out in life as a chef, Koll ultimately found himself burned out being behind the scenes rather than interacting with customers. His desire to impact and serve others led him to then pursue a journalism degree at the University of Missouri, but he found himself disillusioned. Remembering his original passion, he then turned to writing about food.

"I started researching about food, and I found it really alarming as far as what was allowed in America's industrial practices," Koll said. "What the labeling laws were fooling everybody with, all the bad science being put out there."

Koll then considered pursuing a degree in

dietetics, but was discouraged by the limitations presented by that career, particularly with how what was being taught directly contradicted much of his personal research. It was at this point when his chiropractor suggested pursuing chiropractic.

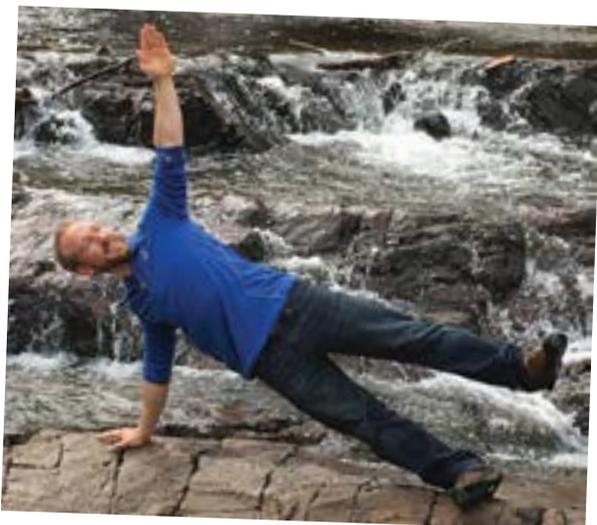
"Not only would I be able to affect someone's health immediately by adjusting them, but I could impact them for a lifetime with lifetime care," Koll said. "It's overwhelming."

He instantly felt a connection to the career path, and found his way to Life University where he is now a first-year student and a GCA scholarship recipient.

"I knew I wanted to hit the ground running," Koll said. "I want to be the best chiropractor I can be, I want to change the world and I need help to do that. It's really important for all of us to fight for what we believe, and that includes getting involved as soon as possible with state organizations."

Koll envisions staying in Atlanta after graduation and hopes to open a practice featuring multiple chiropractors utilizing a variety of techniques.

"Every technique works; it's just that every technique doesn't work for everyone," he said. "I would really like to get five to 10 chiropractors together, and open a big clinic to try to start helping people move away from that medical paradigm of just going in when you're sick."



## EMPLOYER NIGHTMARE: HOW TO HANDLE

# an Embezzling Employee

By Carly Sharec

**G**rowing your practice typically means bringing on new employees, which can be exciting as new and varying personalities can positively add to the office environment.

Unfortunately, sometimes the dream of growth can turn into a nightmare.

“The numbers are sort of staggering,” said Stuart Oberman, Esq., of Oberman Law Firm. “Forty percent of all chiropractic offices are going to get hit with embezzlement. And it doesn’t happen overnight. It happens over a long period of time, and it happens all the way from partners to chiropractic assistants to receptionists.”

Even as business owners, many practicing chiropractors focus on their patients rather than focusing on the numbers, which is how some shady practices can slip through, Oberman explained. He suggested there are a few key things to keep an eye on:

- When you ask for financial information, is it received in a timely fashion?
- Do certain employees resist any change to the accounting system?
- Is there a large number of unexplained accounting adjustments?

And while everyone appreciates a hard worker, Oberman also advised to “watch the employees” who never take a vacation, or who

are always there before you get into the office and stay until after you leave.

If you do suspect an employee, confronting them is NEVER the first step. First, Oberman suggests to gather as much evidence as you can.

“Do a spot audit,” he suggested. “Take a look at 10-15 charts, computer records, patient records. If you see there’s a problem, or there’s a history, or you just get a bad feeling, contact an attorney.”

Even after collecting evidence, Oberman advises to not confront the employee until a Certified Public Accountant with an understanding of how chiropractic offices run can do a forensic audit. Once all of the facts have been gathered, then you can confront the employee.

But even with evidence, there may be little you are able to do as far as the legal process goes. According to Oberman, the best route will probably be to simply go through your insurance – and to ensure you have the proper insurance in place ahead of time.

“Police generally don’t have the time to prosecute,” he said. “And if you publicize it, the practice name then gets out there in a bad light. We tell our clients to look at your insurance to see if they have employee dishonesty coverage, and to go from there.”



## WHAT TO LOOK FOR

# in a Management Firm

Article courtesy of [circleofdocs.com](http://circleofdocs.com)  
and Bill Esteb

Choosing a practice consultant or management firm can be difficult. First, because there are so many of them, and second, because a successful choice depends on what you're looking for. There appear to be five motives for hiring a consultant. Start your selection process by clarifying your motives.

**1. Acquire practice management systems.** If you're a freshly-minted chiropractor and lack experience working in the field, you'll need some help. You'll be looking to systematize your practice, install predictable marketing and improve patient flow in your physical plant. A practice management company can be quite helpful.

**2. Purchase discipline and accountability.** If you're one of those chiropractors who has made the rounds and already know what to do but seem powerless to implement all ideas, a consultant could be well worth the expense.

**3. Belong to a group of like-minded chiropractors.** I call this the "chiropractic country club" reason. If you feel isolated, alone, victimized by insurance companies and non-compliant patients, getting together for the quarterly seminars and rubbing shoulders with others similarly afflicted may produce a measure of comfort. Clearly, your choice of consultant will be based on their philosophy, meeting frequency, location and other aspects.

**4. General success principles.** If you're a student of success, maybe even a seminar junkie, then it might be a compelling reason to sign up with a practice consultant. Look for a group focused on self-development and who will provide leadership in the areas of self-esteem and essential success habits.

**5. The magic wand.** Sadly, the motive for adding the extraordinary expense of a practice coach for many chiropractors is vague and unclear. Their practice isn't working as well as they would like and they are hoping someone can identify and fix it for them.

After you have clarity about your motives, it's time to get to work and find a good match.

**1. Get a referral.** It works for patients searching for a chiropractor, and it can work for a chiropractor searching for a consultant. Ask as many trusted chiropractors as you know who they would recommend as a chiropractic coach. Be sure to ask specifically what tangible results the management company produced for them.

**2. Ask for some referrals.** When you get the list of potential candidate firms down to a manageable number, call and ask for some referrals. Be sure to specify that you want to talk to some chiropractors who were clients, but aren't any longer. If they balk, it's an important clue.

**3. Interview the candidates.** With your list narrowed to no more than three or four candidates, request an interview with one of the coaches.

Keep in mind, the way a consulting firm shows up and attempts to "manage" you is how they will teach you to manage patients. If their style leaves a bad taste in your mouth, rest assured you'll be guilty of doing the same to your own patients.

Bottom line? A successful chiropractic practice does not require the implementation of advice that makes you feel dark inside. Yes, you'll probably need to enhance your social skills and be willing to leave your comfort zone. And yes, you'll want to show up coachable and actually implement the advice you're paying for.

*need advice?* Do you need advice about starting a new practice? Submit questions to [csharec@gachiro.org](mailto:csharec@gachiro.org), and your answer may appear in the next edition.



## THE CIRCLE of Life

By Linda Denham Gilreath, D.C.

So here I am, a professional woman with some age under my belt, raising my mother who suffers from moderate to severe dementia. It is the circle of life I suppose.

“Why do you keep calling me momma?”

“I don’t know, Doris.”

I never thought that I would call my mother by any other name but momma. Now I call her whatever she is at the moment.

As a child, momma wouldn’t let me in the kitchen for anything other than to wash the dishes. Now I am cooking three or more meals a day. Three or more meals a day because she is either losing her ability to taste or I never gained the ability to cook well.

I was not privy to driving our big old Dodge until I was 16, and then only on rare occasions. Now I am her chauffeur. The fact that she is legally blind from macular degeneration does not deter her from offering driving tips. She tells me “Slow down, you are driving too fast, and why are you stopping here?”

Why am I stopping here? There is a line of traffic in front of me stopped at a traffic light.

Some days she is like a toddler asking the same question over and over, learning to walk with a walker and wearing pull-ups. The good news is she can get out of bed herself to go to the bathroom.

The bad news is she can’t see the door or the toilet, and sometimes ends up in the shower.

So, like a toddler, we have to devise methods to keep up with her. The first order of business was to get a bed alarm that alerts us when she gets out of the bed.

The bed alarm needed some assistance transmitting the sound so I begged a friend for their outgrown baby monitor. Little did I know that they have two channels. Once we got on the same page I could hear her getting up during the night. It sounded like Darth Vader was breathing in my bedroom. Volume control - who knew that was a feature?

Momma is also a time traveler. Often she is a young girl concerned with her mother knowing where she is. I have learned to ask the question, “How old are you?” When she says 10, I tell her that her mother said she could spend the night.

Recently she wanted to know where her family was as she wanted to see her brothers.

How old are you? “Twelve.” Your brothers are in the field picking cotton, do you want me to take you there? The answer I was looking for and got was NO.

Her stint in assisted living offered her opportunities to time travel to her early 20s where she met wounded pilots at USO dances returning to Maxwell Air Force Base. She would see a man in a wheelchair and ask him if he had a girlfriend or if he was playing the field.

My goals have always been to keep her safe and me sane. Have I made mistakes? You bet. For instance, when she and my dad came into assisted living I told them we were going on vacation. Big mistake. Momma said this was the damndest hotel she had ever stayed in; they come in and make you take a bath.

Have I had fun during this time? Yes. I have learned if you don’t laugh you will cry.

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SEEKING MOTIVATED DOCTOR to join our busy Full practice. We have all the tools needed to succeed, Located in Bellevue (Seattle suburb). If you're a "go-getter", this opportunity WILL change your life. Base, percentage, benefits with 6-figure potential... Email resume to: [drjeremyis@gmail.com](mailto:drjeremyis@gmail.com), [www.purechiropracticcenter.com](http://www.purechiropracticcenter.com)

ASSOCIATE/BUYER in Sylvania, GA - Looking for someone to cover the practice when I am not in. Full Time Position available. I have been in practice for 12 years, three days a week. The doctor before me that I transitioned from was in practice for 47 years. Email resume to [drcspowell@gmail.com](mailto:drcspowell@gmail.com)

ASSOCIATE NEEDED in Douglasville, GA for a fun and busy family practice. We are only 30 minutes from downtown Atlanta. Great salary! Please call Dr.

Russo at 770-365-8878

MARKETING CONSULTANT seeking part time position in a Chiropractic office located inside the perimeter. Great rates, references and over seven years experience. Cynthia, 404-536 8941, [cemdqueen@gmail.com](mailto:cemdqueen@gmail.com)

ASSOCIATE DC OPENING - Nashville Area - Active Life is Nashville's #1 Chiropractic Clinic for the past 5 years! We have an already stellar team but need the right Doctor to join us in growing the practice early November. We are located east of Nashville, TN in Mount Juliet. Full-time with benefits. Email resume to [autumn.ActiveLife@gmail.com](mailto:autumn.ActiveLife@gmail.com)

FULL TIME CHIROPRACTOR needed in Columbus, GA clinic. Join our established, chiropractic & wellness based practice. The right candidate must be a high energy professional, practice with integrity, licensed to practice in Georgia and well versed in Diversified technique. Experienced and newly licensed doctors are welcome to apply! Competitive salary + bonus plan; holidays and vacation. Contact: Richard Burke at 954-805-3223 [orrichtburke2@gmail.com](mailto:orrichtburke2@gmail.com)

ASSOCIATE NEEDED - Rutledge Wellness Clinic, Rutledge, Georgia is looking for an associate chiropractor or independent contractor due to our level of growth. Our 5,600 sq. ft. building is beautiful and first class. Beautiful "Mayberryesque" small town. Future buy-in or partnership optional. [Rutledgewellness@yahoo.com](mailto:Rutledgewellness@yahoo.com)

PART TIME DC NEEDED - We are looking for a Part-Time DC needed in Downtown Lawrenceville. Looking for a responsible person with a positive attitude, GA licensed and PT Certified. Please send your resume via email to [farrahhamedani@gmail.com](mailto:farrahhamedani@gmail.com) or

mail to 316 W. Pike St, #150, Lawrenceville, GA 30046

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PRACTICES FOR SALE IN AL, AR, CA, CO, GA, KY, IL, MI, NC, NJ, NM, PA, SC, TN, TX, VA. I have new doctors who want to buy your practice. \$300.00 for Practice analysis. For more info Contact Dr. Tom Morgan VolumeDC@aol.com, www.VolumePractice.com or phone 770-748-6084.

WOW!! PARTNERSHIP (NOT ASSOCIATESHIP) WITH BUYOUT. Immediate Great Income. Must be good hands-on diversified adjuster. Busy Norcross Clinic. Great opportunity for the right doctor. High Volume Clinic. Call Dr. Duckett 404-403-5689

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PRACTICE FOR SALE: Northwest Metro Atlanta: Established integrative practice located in historic downtown Cartersville on the N.W. edge of Metro Atlanta. Diversified chiropractic, Kinesiology, Nutritional, weight loss and wellness services offered. Beautiful, well appointed 1,400 sq. ft. office with excellent equipment and furnishings. Priced to sell by motivated owner. Contact ChiroEquity at 908-419-7510 or [greg@chiroequity.com](mailto:greg@chiroequity.com) for further details

PRACTICE FOR SALE, ELLIJAY, GEORGIA: \$10,000 firm. 20 years old, equipment and furniture with patient records. I will transfer utility deposits to you. Rent is \$500.00 per month. I am retiring after 30 years in practice. Call 678-591-0731

PRACTICE FOR SALE – Lawrenceville, GA – Turnkey, low overhead with solid systems in place. Fresh and updated décor with patients ready to serve on day 1. Rare to find a set up like this to start a practice without any hassle. Asking only \$67k. Would consider an associate to purchase option. Email [drbryan@connectwithwellness.com](mailto:drbryan@connectwithwellness.com) for details.

**BUY/SHARE/LEASE OFFICE**

LARGE SMYRNA GEORGIA CHIROPRACTIC OFFICE looking to share space with chiropractor. Great location and affordable rent. For further information, please call or email Dr. Joel at 770-432-9290 or [drdshumor@mindspring.com](mailto:drdshumor@mindspring.com).

PRESTIGIOUS OFFICE SPACE AVAILABLE \$860/month. Large beautifully appointed, elegantly styled. Free parking in the heart of Buckhead. Shared reception area, front desk space, X-Ray, fax and copier. Call Dr. Sidney O’Gorman at 404-606-1724 for details.

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WELLNESS ORIENTED PRACTICE LOOKING TO SHARE SPACE. Atlanta/Brookhaven location. For further information, call or email Dr. Karen Tedeschi at 404-320-0204 or [tedeschiwellness@gmail.com](mailto:tedeschiwellness@gmail.com).

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USED X-RAY SYSTEMS, VARIOUS USED FILM processors, cassettes, accessories and etc. for sale. De-

livery and installation is available. For pricing and availability leave message 678-409-4161

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BENNETT X-RAY MACHINE WITH KONICA QX-70 PROCESSOR FOR SALE – Little Usage: \$7000.00. Call 706-627-7053 for more details and information

USED X-RAY MACHINE FOR SALE - 20kHz High Frequency X-ray unit, bucky, Summit Processor, ID printer, safe light, 14X36 and 8X10 Cassettes, Bolin Filters, 2 Calipers, Gonadal and Ovary Shields. New in 2006. Everything you need to get started. \$7000. [Gondrette@gmail.com](mailto:Gondrette@gmail.com)

FOOT LEVELERS 3D BODY VIEW ORTHOTIC SYSTEM. Complete with 3D scanner, computer, printer and display. Like new, less than a year old, selling price \$1,195.00. Contact [Dr.Neal\\_ricknealdc@bellsouth.net](mailto:Dr.Neal_ricknealdc@bellsouth.net) or 770-368-0333.

MD/DC DOCTORS RETIRING - Universal x-ray, processor, Neurometer CPT, GE Diagnostic Ultrasound, Fukuda Denshi ECG and Spirometry(great prerehab testing), Dynatron ( Functional Assessments in W/C arena), Quantum Rehab Equipment Kim Christensen, DC, CCSP, CCRP

protocols) Neurometer CPT, Lumax Urodynamic, medical examination tables, chiro/pt equipment, art, furniture, signage, brochures,pamphlets... [mariesoracco@comcast.net](mailto:mariesoracco@comcast.net) or 678-523-8620

FOR SALE - Saunders Decompression table, Cox Distraction table, Hill Hi-Lo table, office supplies and equipment, file cabinet, physical therapy equipment. \$4000 OBO. Contact Jeff- 770-891-1015

NEW GRAD SPECIAL - For Sale or Lease - High frequency xray unit with film processor, (2) 10x12", (2) 14x17" cassettes, lead apron. Please email [docdellaria@gmail.com](mailto:docdellaria@gmail.com) or call 404-275-3062 for pricing.

FOR SALE - Used Erchonia PL5 Laser for sale. Dual probe. Variable frequencies. Rechargeable battery. Please call 404-320-0204 to inquire. \$6500.

NON-INVASIVE BODY CONTOURING ZERONA® FOR SALE. 5 laser heads. Emulsifies fat. Reduces inflammation. Various settings. Please call 404-320-0204 to inquire. \$35,000.

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