

THE GEORGIA CHIROPRACTOR

SUMMER 2016

SPRING CONFERENCE
REVIEW

ELECTION 2016 PREVIEW



2016

A LOOK AT
THE FUTURE OF
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While opioid abuse becomes hot-button topic, chiropractic shines.



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*Attorney Ted Greve is a Georgia licensed doctor of chiropractic. He practices only law.

“Elections belong to the people. It’s their decision. If they decide to turn their back on the fire and burn their behinds, then they will just have to sit on their blisters.” - Abraham Lincoln

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I would argue that every election is important, but it just feels like this year is more pivotal than ever as we head to the polls. I suppose any presidential election adds a certain level of importance to the ballot, but beyond the presidency, there are several key seats that, depending on who fills them, may change the course of our state and country for years to come.

We have a prime opportunity here in Georgia. Shortly after this printing, we’ll know if GCA member Dr. Karen Mathiak is the Republican nominee for Georgia House District 73. Dr. Mathiak faced the incumbent of that seat in a July 26 runoff.

Regardless of the outcome, it has been an amazing opportunity to promote Dr. Mathiak’s campaign. If elected, Dr. Mathiak will be the first chiropractor to sit in the Georgia House of Representatives. Beyond the opportunity for chiropractic in the state of Georgia, I can also say with absolute certainty that Dr. Mathiak will be a fine voice for all Georgians. Having known her for years, she is a fair, wise and kind woman with a good sense of judgment. Our state will be better for having her in that position. If Dr. Mathiak wins the July runoff, she will face a Democratic opponent in the upcoming November election.

The November vote is also one of national significance, as we come together as a country and select our next president. A presidential election sets the tone of the country for the next four years, and one of the ways we’ll see this manifest almost instantly is in our health care and health insurance industries. The way our health insurance industry is currently set up is unsustainable, and regardless of the election outcome, we can expect to see big changes sooner rather than later.

The Georgia Chiropractor has looked at the national candidates’ stances on the insurance industry and where we should expect it to turn; please take some time to learn more from the pages of this magazine.

On an unrelated topic, I would be completely remiss if I did not mention the success of our Spring Conference Trade Show & Conference, held May 20-22 at the beautiful Sonesta Resort on Hilton Head Island. What an amazing time! There are so many to thank for pulling that event off, but I especially want to thank Dr. Leana Kart, Conference Committee Chairwoman. Dr. Kart is the “Wonder Woman” of our board, and our events keep getting better and better thanks to her leadership.

If you missed our Spring Conference, you certainly don’t want to be left out of our upcoming Fall Conference. Registration is going on NOW on our website, gachiro.org. We have a sneak peek of our speaker line-up in this issue.

And after registering for our Fall Conference, be sure you’re registered to VOTE by visiting sos.ga.gov. Don’t get a blistered behind as our 16th U.S. president so eloquently put it!



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

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I just returned from our Spring Conference & Trade Show on Hilton Head Island. I particularly enjoy this conference, as it is smaller than our Fall Conference, and I have more time to catch up with those who attend. A lot of doctors from the southern part of Georgia attend this show each year, and it is often the only time I am able to see them.

In addition to some fantastic speakers, like Dr. Terry Yochum, Dr. David Lee, Dr. Morgan Mullican, Dr. Marc Ellis and Dr. Michael Jacklitch, I saw doctors in the hallway reminding others to have a Medicare patient fill out an ABN for every maintenance visit, old friends reconnecting and doctors making new contacts with other doctors and vendors.

I want to thank the many volunteers who helped put this conference together. First, our Education Committee, who has been working hard this year to identify and book top notch speakers and programming for our conferences: Chair Dr. Karen Mathiak, Dr. Greg Baker, Dr. Marc Ellis, Dr. Bob Hayden, Dr. Leana Kart and Dr. Charlie Weiss.

In addition to serving on the Education Committee, Dr. Kart is also the chair of the Conference Committee, which coordinates the social events at the conference. She is responsible for the fun and fellowship our spring conference attendees had. This year she had some help from some of the wives of chiropractors who attended, including GCA First Lady Melissa Davis, Mrs. Stefanie Culbreth and Mrs. Elena Day. Also, a special thanks to our C.A. instructor Ms. Laurie Simpson who helped decorate for our Friday Welcome Reception.

Finally, I want to thank our vendors and sponsors. Without them, we would be unable to produce our conferences.

If you were unable to attend our Spring Conference & Trade Show, plans are underway for an amazing Fall Conference & Trade Show October 21-23 in Atlanta. We are shaking things up this year and offering business building seminars, in addition to some stellar CE programming. Plus, you won't want to miss our rocking social events... we also have some SURPRISES planned this year, so be on the lookout for more information!

I look forward to seeing you in October!

Valerie Smith, M.A. • Executive Director



ASSOCIATION NEWS



Dr. Mary Watkins

GCA Member Dr. Mary Watkins Named Chairwoman of Examining Board

Long-time member and supporter of the Georgia Chiropractic Association, Dr. Mary Watkins, was unanimously voted chairwoman of the state Chiropractic Board of Examiners during the April meeting.

Dr. Watkins is owner of Watkins Total Healthcare in Gainesville, Ga. Fall Conference attendees may be familiar with her as she often volunteers at the GCA registration booth at the event.

Additionally, GCA member Dr. David Wren was voted the Board's Continuing Education Cognizant. Dr. Wren

owns Chiropractic & Sports Injury Center in Leesburg, Ga.

And finally, former GCA Director Dr. Robert Alpert was appointed by Gov. Nathan Deal to the board. Dr. Alpert owns Southmetro Chiropractic Center in Jonesboro.

The Georgia Chiropractic Association is proud of our outstanding members who are all truly leaders in the chiropractic field! Congratulations to Dr. Watkins, Dr. Wren and Dr. Alpert.

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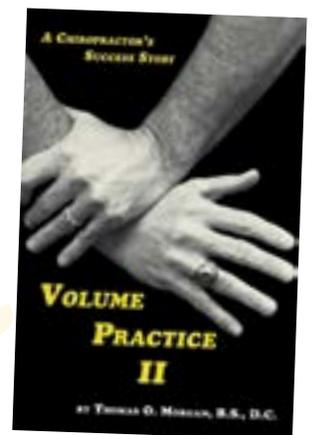
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Dr. Tom Morgan Publishes Sixth Book on Chiropractic

GCA associate member Dr. Tom Morgan has recently published his SIXTH book, Volume Practice II, a follow-up to his first Volume Practice book published in the 1990s. That version sold more than 10,000 copies.

E-book versions can be purchased for both Amazon Kindle and Barnes & Noble Nook readers. The ISBN to search for is 978-1-60862-646-5.

Congratulations to Dr. Morgan on his accomplishment!



GCA Members in the News

Our members have been busy the past few months, including these following mentions in state and local outlets:

- Dr. Robert Hayden continues to be featured in various media reports, namely for his work with the American Chiropractic Association. Most recently, Dr. Hayden was quoted in *The Active Times* and the *Griffin Daily News*.
- The spotlight was on Dr. Karen Mathiak when Atlanta's 11 Alive News featured her for her campaign for Georgia House District 73, encompassing parts of Henry, Fayette and Spalding counties. Dr. Mathiak was featured after forcing the incumbent into a July 22 runoff.

If you've been mentioned in your local media outlets, please let us know so we may recognize you! Email csharec@gachiro.org.



Dr. Robert Hayden



Dr. Karen Mathiak

event calendar

JULY 29-31, 2016
GCA Board of Directors
Strategic Planning
Savannah, Ga.

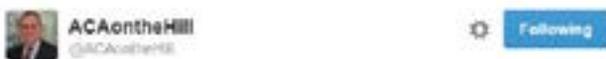
AUGUST 9, 2016
GCA Webinar: ICD-10
Register ONLINE at gachiro.org

OCTOBER 21-23, 2016
GCA's 104th Annual Fall
Conference & Trade Show
Westin Atlanta Perimeter North
(same location as 2015!)

DECEMBER 2016
GCA 20-Hour CE Weekend
Dates & Location TBD

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a complete list of
upcoming events*

You Said It! #GCASays



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 twitter.com/GaChiro2016

Who knows? You may be featured next!

Congratulations to GCA's New Directors!

Thanks to all of our members who voted in the first few weeks of June! GCA will welcome three new directors to the Board of Directors beginning July 1.

Congratulations to Dr. Karen Mathiak, Dr. Mark Cotney and Dr. Ken Register on their new roles!

Also, congratulations to Dr. Leana Kart for being voted as president-elect, and Dr. Matt Ryan for being elected treasurer. Both will assume these roles at GCA's Annual Meeting on Oct. 21.

Dr. Robert Alpert was elected as secretary, but will step down from the role to accept a position on the Georgia Board of Chiropractic Examiners. GCA President Dr. Edwin Davis has appointed Dr. Chris Connelly to the position of secretary, effective July 1.

Are you interested in being involved with one of GCA's many committees? Email your information to Executive Director Valerie Smith at vsmith@gachiro.org.



CASE STUDY

Hip Fracture with No Trauma in 27-year-old Female: A Study and Review of Plain X-Ray Film Use

By Davis L. Kinney, D.C. & Daniel B. Webb, D.C.

CASE HISTORY

Susan Williams is a 27-year-old female who presented herself in our office for evaluation and treatment of pain in left hip with radiating pain into the left lower calf.

Mrs. Williams states that 10 days ago she was running for exercise and “pulled her left hip flexor.” The following day she went on a trip from Georgia to Colorado and reports that sitting on the airplane increased her pain. She sought treatment in an Urgent Care facility in Colorado where she was examined and given a prescription for an anti-inflammatory medication. No X-ray was obtained. While in Colorado, she also consulted a chiropractor who examined her, diagnosed her as having a “deep muscle strain” and prescribed stretching exercises. She had also been treated by a Massage Therapist and had several massages which seem to have helped relieve her symptoms.

PRESENTING SYMPTOMS

At the time of her initial visit in our office, she presented with symptoms of left hip pain with pain radiating into the left calf with certain movements. She wonders if her sciatic nerve could be pinched. She has pain in the left hip on weight-bearing and notices that she “can’t walk correctly.” She is currently taking no pain medication. The pain does not affect her sleeping. She denies numbness or tingling in her legs. She also denies any falls or other trauma. She rates her current pain level as a 6/10 on a VAS pain scale.

CURRENT MEDICATIONS

Calcium supplement, multivitamin, Zoloft and an oral contraceptive.

PAST MEDICAL HISTORY

Denies any significant previous history of illness or injury.

FAMILY MEDICAL HISTORY

Both parents living. No significant illnesses.

SOCIAL HISTORY

Non-smoker, denies alcohol use. Marital status: single. Exercises or runs six days per week. Occupation: teacher

REVIEW OF SYSTEMS

General: No nausea, vomiting, diarrhea or constipation. No fever, chills or night sweats. Denies any significant trauma or injury. Denies any weight gain or loss over 30 pounds in the past six months.

Other system reviews all normal including cardiology, constitutional, musculoskeletal, ENT, respiratory, neurological, urological, endocrinology, psychology and allergy.

VITAL SIGNS

BP: 101/63, HR 86,
HT 64”, WT 120 lbs., BMI 20.6

EXAMINATION

The patient appeared to be a well-developed, well-nourished female appearing the stated age of 27 years. She ambulated with difficulty and was unable to put full weight bearing pressure on the left leg. Examination of the left hip revealed no evidence of swelling or discoloration. Palpation was positive for tenderness anteriorly and over the left greater trochanteric bursitis. Range of motion of the left hip was restricted and painful on internal rotation producing groin pain. The left leg was shorter by 1 cm.



X-RAY FINDINGS

X-ray examination included an AP pelvis and a lateral frog leg view of the left hip. The X-rays revealed a minimally displaced femoral neck fracture of the left hip.

CASE MANAGEMENT

After the hip fracture was identified, the patient was again questioned regarding any recent trauma or injury that could have produced the fracture, and again she denied having fallen or having any specific injury other than running. However, at that time she disclosed that she had suffered from an eating disorder two years ago and had lost to below 100 pounds.

Mrs. Williams was immediately referred to an orthopedic surgeon and was subsequently treated surgically with screw fixation to stabilize the fractured hip.

DISCUSSION

This case presents several interesting considerations for chiropractic management. Significantly, chiropractors are under increasing scrutiny from managed-care organizations and payors to limit the use of plain film X-rays.^[1] Managed care entities often require additional levels of administrative authorization prior to taking plain film X-rays. Additionally, the total percentage of patients receiving an X-ray by the provider is being monitored

and, if that percentage exceeds a certain percentage, the chiropractor may be “counseled” or even “down tiered” within the managed care network. This pressure for cost containment has the potential to create confusion on the part of providers about when a plain film X-ray is indicated.

There is further confusion because, as in this case, the presenting symptoms could represent a host of clinical conditions including but not limited to, sciatic nerve root compression, sacroiliac joint disorder, hip pathology, to a “deep muscle strain.” While chiropractors are licensed in Georgia to treat “all of “the articulations of the human body” and to evaluate and diagnose all of its “musculoskeletal structures and functions”^[2], payors tend to apply spinal diagnostic and treatment guidelines to chiropractic services no matter what area of the body is being evaluated or treated in order to make a differential diagnosis.

In this case an otherwise normal, healthy and physically active, 27-year-old female with a previous diagnosis of a hip flexor strain and no history of trauma presents for treatment. Because of this presentation, two other providers have decided against taking a simple plain film X-ray which could have easily allowed the proper diagnosis. This issue gets back to one of the historical tenets of practice which was generally accepted for many years: X-ray the area of pain.

According to the American College of Radiology, the indications include, but are not limited to, for the evaluation of the spine for :^[3]

1. Pain or neurologic symptoms.
2. Spinal trauma.
3. Surgical planning.
4. Previous surgery, follow-up or suspected complications.
5. Neoplastic (benign and malignant) lesions.
6. Congenital anomalies.
7. Previously detected abnormality.
8. Alignment abnormalities.
9. Infection.
10. Arthropathy.
11. Degenerative disorders.
12. Spine instability or limitation of motion.
13. Osteoporosis

1. *Clinical Practice Guidelines, X-Ray Guidelines*, CPG 1 Revision 14 – S, March 13, 2012. www.ashlink.com

2. Georgia Chiropractic Practice Act, O.C.G.A 43-9-16 (2)

3. *ACR-ASSR-SPR-SSR PRACTICE PARAMETER FOR THE PERFORMANCE OF SPINE RADIOGRAPHY*, Revised 2012, Resolution 2, American College of Radiology

AFFORDABLE CARE ACT

Change on the Horizon?

By Carly Sharec

Few things drive Americans to their polling places more than a presidential election, and the 2016 race could prove to be one of the most popular in recent decades. According to fairvote.org, around 60 percent of the voting population will turn out for a presidential election, versus 40 percent for midterms (and lower for primary and local elections).

Of course, multiple issues will drive voter choices for the presidency, but one of the hot-button issues for 2016 is health care reform. The candidates for the two major parties have very different approaches to health care, from Democratic candidate Hillary Clinton's plan to maintain the Affordable Care Act to Republican candidate Donald Trump's plan to completely repeal the 2010 legislation.

"It's hard to say a 'he said, she said' kind of thing," said Dr. William Custer, director of the Center for Health Services Research at Georgia State University. "We can just look at what the Affordable Care Act has done, and the possibility for replacement."

Initially, the Affordable Care Act was a series of ideas set forth during the presidential runs of Bill Clinton and George Bush Sr. in the early 1990s, when both men ran on a platform of overhauling the health insurance industry, with the general idea being to create an environment where insurers had to compete based on having lower costs, and not only take on "good risk" versus "bad risk," or people with pre-existing conditions.

To ensure that would happen, that's where the individual mandate, tax subsidies and the expansion of Medicaid all come into play.

"What those three things do together is that they provide incentives for healthier people to also buy insurance, not to wait," Custer said. "And hopefully, that will make a market that's sustainable."

That was the plan, but in its initial implementation, ACA costs continue to drive upward. Many people purchasing coverage via the online marketplace saw premiums go up in 2016 from 2015, and the Kaiser Family Foundation predicts a 10 percent increase in 2017.

There are two reasons for the increase, according to Custer, the first being that insurance companies are adjusting to the demands of their clients. The second reason would be that health care costs are rising in general, especially as treatment options for different ailments improves.

"Part of our conundrum as a country is that we don't want to pay (higher costs), but we want the benefits of new technology," Custer said.

There's also the problem for providers, like chiropractors, as regulators try to tighten the reins on costs. For example, a plan that used to cover up to 50 visits to a chiropractor before might now only cover 20 visits for a patient.

To ensure that would happen, the Affordable Care Act instituted the individual mandate, tax subsidies and the expansion of Medicaid.

"Insurers went into this in 2014 not knowing who they were going to get," Custer said. "And then they only had a partial year of experience before issuing 2015 premiums. In 2016, they're starting to get it."

However, he warns against supporting a complete repeal of the plan, at least not without another plan in place. "It would be incredibly disruptive," Custer said about complete repeal. "The number of uninsured would climb drastically, leading to trouble for hospitals and other health care providers."

Present Visions for Health Care



*Information provided by hillaryclinton.com.
Photo from presidential-candidates.insidegov.com.*

HILLARY CLINTON'S HEALTH CARE PLAN

Clinton's primary objective is to continue building on the Affordable Care Act.

- By providing relief programs and tax incentives of up to \$5,000, Clinton plans to make insurance premiums more affordable through the Affordable Care Act.
- Clinton also plans to initiate new incentives for states to expand Medicaid, including providing a 100 percent match for up to three years. While the Affordable Care Act has asked states to expand Medicaid to more low-income households, Georgia is one of the states that has not expanded the program yet.
- Clinton will work with states to expand a "public option" choice for health insurance needs.
- Clinton will support providing health insurance to families "regardless of immigration status."
- Clinton plans to invest up to \$500 million annually on an "aggressive enrollment" campaign to ensure Americans understand their options when signing up for health care.



*Information provided by donaldjtrump.com.
Photo from presidential-candidates.insidegov.com.*

DONALD TRUMP'S HEALTH CARE PLAN

Trump calls the Affordable Care Act an "incredible economic burden," and plans to completely repeal the legislation.

- Trump would have the individual mandate repealed, stating that no one should be forced to buy health insurance if they don't want it.
- He would allow health insurance to be sold across state lines, if the insurance complies with state law. According to Trump, this would drive down patient costs.
- Trump would allow individuals to "fully deduct health insurance premium payments from their tax returns under the current tax system."
- Trump would promote individuals using Health Savings Accounts.
- Trump also calls for the removal of "barriers to entry into free markets for drug providers that offer safe, reliable and cheaper products."

Connecting With Your Legislator By Carly Sharec



Rep. Ed Rynders

Elected officials are used to hearing from the public. After all, the public hires them and tax dollars write their paychecks. But when it comes down to a specific issue, getting a legislator to sit down and pay attention all boils down to tactics. “People will send us something and, frankly, it’s nothing short of ‘War and Peace,’” quipped Rep. Ed Rynders (R-Albany). Rynders spoke at the Georgia Chiropractic Association’s 2016 Chiropractic Day at the Capitol. “So have bullet points, have talking points. We get a lot of information, so make sure you have concise points.”

Beyond the specific issues, there are key ways to develop a good relationship with your representative outside of the normal legislative session:

- **Don’t be afraid to reach out.** “Election year is the perfect time to get started because that’s when everybody gets the most outreach so they kind of expect it,” Rynders explained. “So if you’re a little apprehensive now’s the perfect time.”
- **And keep making those connections.** “You don’t want to give the appearance that you’re touching base only when you want something,” Rynders said. Coffee or lunch appointments, or even a phone call “just to chat” are great ways to stay in touch throughout the year.
- **Learn different communication styles.** Some people prefer to be contacted over email, while others prefer letters, phone calls or face-to-face meetings. The more contact

you have with your representatives, the more you’ll figure out how he or she would prefer to be contacted. “Not every legislator is the same,” Rynders said.

- **Keep it personal.** “We get dozens and dozens of emails,” Rynders said. “If they’re all the same thing, it loses that personal touch.”
- **Live to fight another day.** As Rynders pointed out, legislators have several constituents as well as their own personal views on issues. “It’s important that you don’t do anything that might hurt that relationship in the future,” he said. “If a particular vote doesn’t go the way you want it to go, don’t get hung up on it.”

The Georgia Chiropractic Association invites all Georgia chiropractors (both GCA members and nonmembers) to join our Grassroots Committee. By providing us with your name, home address and email, we will be able to quickly connect you with your legislators at both the state and national level. As you work to develop these personal connections, we will then be able to alert you to chiropractic issues to help us make a difference for the profession.

To participate in our Grassroots Committee, email your information to Carly Sharec at csharec@gachiro.org.



CHIROPRACTIC TREASURE FOUND BY

Spring Conference Attendees

By Carly Sharec



Fortunately, no one ended up walking the plank during the Georgia Chiropractic Association's Annual Spring Conference this year.

"The pirate theme was a great success," said Conference Committee Chairwoman Dr. Leana Kart. "It was fantastic to see all of our attendees embrace and really commit to the idea."

The annual conference and trade show, held this year May 20-22 at the Sonesta Resort on Hilton Head Island, was a three-day weekend of continuing education, networking, social events and, of course, some fun in the sun for attendees who managed to get out on the beach.

"One reason why our Hilton Head location has been so popular over the years is that we're right on the beach," Dr. Kart explained. "Fortunately, the initial rainy forecast proved to be inaccurate, so we were able to have an awesome Welcome Reception out at the resort's pavilion, and then whoever wanted to spend some time on the beach was able to do so.

"It was really a good opportunity for both fellowship and fun," she added. "I think our attendees, our guests, enjoyed themselves."

This year's conference featured chiropractic experts Dr. David Lee on nutrition, Dr. Michael Jacklitch and Dr. Thom Mitchell on Medicare, Dr. Morgan Mullican for risk management and Dr. Marc Ellis on neurology.

A particular highlight was having the esteemed Dr. Terry Yochum speak regarding the topic of spondylolisthesis in athletes.

"It's always good to hear him speak," said Dr. Richard Buchanan, GCA's president-elect. "Dr. Yochum is a personal hero of mine, and of many others who attended. He is a vibrant public speaker, and knows how to command a room."

"Our GCA conferences are always a good way to see people and old friends you might not get the chance to see over the year," said GCA President Dr. Edwin Davis. "It's also a prime opportunity to make new contacts - I heard so many of our chiropractors chatting in the hallway

about insurance issues, or a certain patient case. It's always good to hear those connections being made.

"It was also a real treat to have so many people come up to the President's Suite and enjoy the fellowship that Saturday evening," Davis added. "After a full day of classes, it was nice to kick back and enjoy the beautiful resort setting while chatting with friends, both new and old."

The conference's vendors and sponsors helped round out the event, providing a wide variety of services and products for the attendees to peruse.

Next up for the Georgia Chiropractic Association is the 104th Annual Fall Conference & Trade Show, being held Oct. 21-23 at the Westin Atlanta Perimeter North.

"It's the same hotel as last year," Kart said. "We're changing some things up for attendees, including adding in free non-CE classes, with business building topics.

"This year's theme is that we're the ROCK-STARS of chiropractic," she added. "We are going to have a huge Friday Welcome Reception and Trade Show Open House. We'll have extended trade show hours and we're inviting medical and legal professionals to help attendees continue extending their network!"

"I sound like a broken record, but it's really true that our events are just getting better and better," Davis said. "Having Dr. Kart as our leader has led to some really amazing conference experiences. I hope to see our usual suspects at the upcoming Fall Conference, and if you haven't been to a GCA event lately, I hope you decide to join us this year. Come get your CE credits, attend one of our new non-CE business classes and join in on our social events. Catch up with old friends, and make some new ones."

Registration for GCA's 2016 Fall Conference is available online at gachiro.org, or by calling the GCA office at 770-723-1100. Early bird pricing runs through Aug. 31.

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CHIROPRACTIC SAFE AND Effective for Children

By Carly Sharec



Dr. Leana Kart

The key to teaching patients about the safety of chiropractic treatment for younger patients is exposing them to the idea, according to Dr. Leana Kart.

“Chiropractors are posture experts, whether it’s for an adult, an infant, a pre-teen or a teen,” Dr. Kart said. “That is our claim to fame. And as chiropractors, we need to be sure we educate the public about what we can do to better the health of future generations.”

Both the Chiropractors’ Association of Australia and the American Chiropractic Association have released public statements supporting pediatric chiropractic following a viral video of a Melbourne-based chiropractor, Ian Rossborough, adjusting an infant. In the video, the four-day-old baby cries out after the adjustment. The video ended up being controversial in Australia, with Rossborough being banned from practicing on patients under the age of 18 pending an investigation.

Following a hearing in early June, Rossborough has been banned from practicing on infants, cannot use spinal manipulative therapy on patients two- to six-years-old, and must be supervised with patients under the age of 18, according to a news report from *The Age*, an Australian-based news reporting service.

According to the American Chiropractic Association, the safety of chiropractic treatment for children has been researched and proven, citing a 2008 study of nearly 800 patients under the age of 3. No “serious

adverse effects” were reported during the study’s timeframe.

A 2014 study also published in the *Journal of Manipulative and Physiological Therapeutics* also concluded any “serious adverse effects... are exceedingly rare” in pediatric patients.

For Kart, educating the public about the positive benefits of chiropractic for children begins in her office. She has a special area designed for children and families.

“People will generally tend to say, ‘Oh, I didn’t know chiropractic was for little babies,’” she said. “That’s the opportunity to go into why, how, and how great and safe it is.”

As with adults, chiropractic treatment for children can improve multiple conditions, including colic, asthma, ear infections, scoliosis and bed-wetting.

Kart recommends all children be checked by a chiropractor shortly after birth.

“If you have this traumatic delivery and they’re pulling on that baby’s neck, bones move out of their place and kids can grow up and not develop proper nerve function,” she explained. “It doesn’t even have to be a traumatic delivery. I think being born is a difficult process.”

More information regarding chiropractic care for children can be found on the International Chiropractic Pediatric Association’s website at icpa4kids.com, or at the American Chiropractic Associations website at acatoday.org.

ADDRESS 'PAIN PERPETRATORS' TO

Deal with Chronic Pain

Contributed by Dr. David Seaman, D.C., M.S.

More and more articles appear in the news regarding the opiate problem in the United States, which means that chronic pain is a pandemic problem for our country. While researchers can debate the many details about opiate addiction, a fundamental point that can be agreed upon is that these medications are initially prescribed due to a painful event. No matter the reason for the initial prescription, the point that needs to be appreciated is that for too many individuals, pain does not go away, which is why patients end up depending on opiates and other medications.

In contrast with the above chronic pain scenario, for many chiropractic patients, their pains do go away. Fortunately, most of these patients will return again when a problem arises, which is why many D.C.s end up treating people for many years in a cyclical fashion.

At present, the treatment of chronic pain represents a major challenge in America, and chiropractors need to do more to participate. We also need to understand chronic pain better as a profession, and we are not alone. It turns out that “pain” is not a focus of training in chiropractic, physical therapy or medical training. While we learn a little about pain in various classes, there is no specific class that is devoted to the details of pain expression and what changes in the nervous system during the transition from acute to chronic pain. This can lead to confusion and create a mindset of “pain avoidance” for the practitioner, meaning that they prefer not to deal with patients in pain – this holds true for many chiropractors. If we added a heavy dose of “pain education” to our chiropractic college curriculums, we could become the profession of choice to deal with the

emerging pain epidemic in America.

The most tangible pain perpetrator is deconditioning for which exercise is the recommendation that should be encouraged individually based on patient tolerance. Faulty respiration that leads to low blood levels of carbon dioxide, called hypocapnia, can promote pain and dysautonomic symptoms. Teaching patients to breathe properly can address this important perpetrator.

Less tangible perpetrators of chronic pain include stress and a lack of sleep. Each must be addressed according to the needs of the patient. The final perpetrator that is also less tangible is diet. When we are young, a pro-inflammatory diet consisting of large amounts of refined sugar, flour, and oils, mostly just tastes great and is not associated with symptoms. Years later, the inflammatory state created by these foods can perpetuate chronic pain.

Practicing chiropractic is most easy and enjoyable if you have lots of patients who respond to manual care, and then return as needed. However, it is rare to exclusively have this type of patient population. Most chiropractors have a small to large percentage of patients who do not respond as well as we would like, and these patients need to have their pain perpetrators addressed in an efficient fashion. Addressing the pain perpetrators can help to prevent the transition from acute to chronic pain and more effectively treat those who have chronic pain.

Dr. David Seaman is a Professor of Clinical Sciences in Chiropractic Medicine at NUHS in Pinellas Park, FL. He is also a consultant for Anabolic Laboratories, for whom he has designed several nutritional supplements. He posts regular DeFlame nutrition updates on Twitter @DeflameDoc and DeFlame Nutrition on Facebook.

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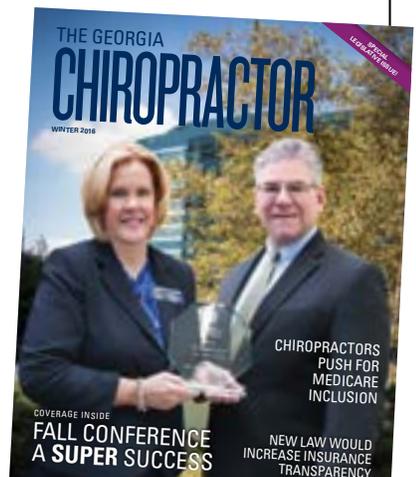
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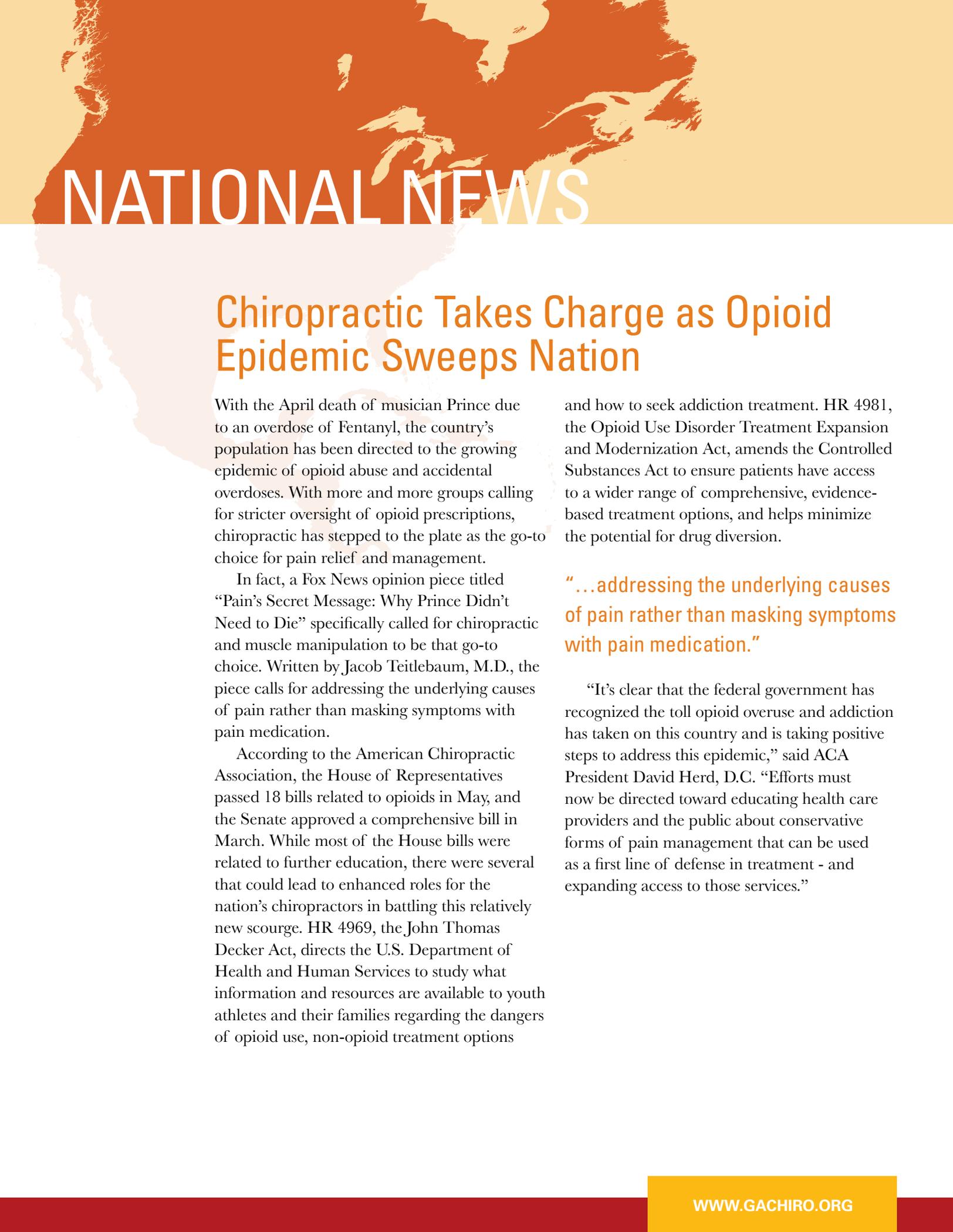
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NATIONAL NEWS

Chiropractic Takes Charge as Opioid Epidemic Sweeps Nation

With the April death of musician Prince due to an overdose of Fentanyl, the country's population has been directed to the growing epidemic of opioid abuse and accidental overdoses. With more and more groups calling for stricter oversight of opioid prescriptions, chiropractic has stepped to the plate as the go-to choice for pain relief and management.

In fact, a Fox News opinion piece titled "Pain's Secret Message: Why Prince Didn't Need to Die" specifically called for chiropractic and muscle manipulation to be that go-to choice. Written by Jacob Teitlebaum, M.D., the piece calls for addressing the underlying causes of pain rather than masking symptoms with pain medication.

According to the American Chiropractic Association, the House of Representatives passed 18 bills related to opioids in May, and the Senate approved a comprehensive bill in March. While most of the House bills were related to further education, there were several that could lead to enhanced roles for the nation's chiropractors in battling this relatively new scourge. HR 4969, the John Thomas Decker Act, directs the U.S. Department of Health and Human Services to study what information and resources are available to youth athletes and their families regarding the dangers of opioid use, non-opioid treatment options

and how to seek addiction treatment. HR 4981, the Opioid Use Disorder Treatment Expansion and Modernization Act, amends the Controlled Substances Act to ensure patients have access to a wider range of comprehensive, evidence-based treatment options, and helps minimize the potential for drug diversion.

"...addressing the underlying causes of pain rather than masking symptoms with pain medication."

"It's clear that the federal government has recognized the toll opioid overuse and addiction has taken on this country and is taking positive steps to address this epidemic," said ACA President David Herd, D.C. "Efforts must now be directed toward educating health care providers and the public about conservative forms of pain management that can be used as a first line of defense in treatment - and expanding access to those services."

“An investment in knowledge always pays the best interest.”
~ Benjamin Franklin

TELLING A STORY via the HCFA1500

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



Laurie Simpson

Medical billing is defined as the process of submitting and following up on claims with health insurance companies in order to receive payment for services rendered by a health care provider.

Submission of a claim isn't just about sending a bill for services rendered to your patient's insurance carrier. The claim form tells a story to the carrier. However, if you aren't submitting your claims correctly, chances of receiving payment are slim to none.

The top half of the form is the introduction. Starting in box 1 through 11d, you are letting the carrier know who the patient is and who the insured person is, as well as sharing all the pertinent information needed in the particular boxes. If a claim is being sent to a third party network for processing, it may be necessary to populate box 11c with the name of the actual insurance company.

Box 12 is pretty standard and our software systems will populate it with "Signature on file."

Within the initial paper-work your patient would have completed, you should have a standard medical authorization that would cover for this verbiage. As for box 13, again your software system will populate it with "Signature on file" (provided you are accepting assignment). We are all familiar with those assignment of benefit forms. What we sometimes fail to do is have a new one signed when a patient

either switches to a new policy or a new carrier. As to how long your assignment of benefits is good for, the current carrier has a lot to do with it. For some, it may only be good for the day that it is signed.

The bottom half of the form is where you are telling the story of the patient. Bottom line: if it's not documented, it wasn't done. If it wasn't done, you can't bill for it. Proper documentation protects the interest of the patient as well as the doctor and will be of great benefit if you are ever audited.

Correct completion of the bottom half of the form also has to do with the carrier you are billing. For example, if the claim is going to Medicare (Cahaba) then we know there are specific modifiers that will need to be used with our CMT/CPT codes. Additionally, if we are reporting for PQRS, the correct G codes will need to be populated in the correct fields as well. One other item to note is that while box 14 includes a space for a qualifier, Medicare does not use this information; so do not enter one. In addition, Medicare says to leave box 15 blank.

Whether you choose to do your billing in-house or to outsource it to a billing company, it is important that you and your staff stay educated with whatever changes are made or requirements are needed. As the doctor, your name is signed on the claim form. It's ultimately your responsibility.

For complete instructions on completion of the HCFA1500 claim form you can either visit the CMS website and search for the Claims Processing Manual or you can visit the website for the National Uniform Claim Committee.

Visit cms.gov or nucc.org to download the HCFA1500 claim form.

BUTTERFLY VERTEBRA

Often Aysymptomatic

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.

A butterfly vertebra represents a variation of normal where a vertical cleft separates the vertebral body into two usually symmetric halves. The two halves of the vertebral body resemble wings and the spinous process between them acts as the body of the butterfly. There is often an associated loss of anterior body height, as well. The loss of anterior body height should not be misinterpreted as a compression fracture. Authors differ regarding the embryologic cause.

Almost all butterfly vertebra are discovered as an incidental finding. The lesion is almost always asymptomatic but may be associated with development of a kyphosis. The lumbar and thoracic spines are most commonly affected. Cervical spine involvement is rare.

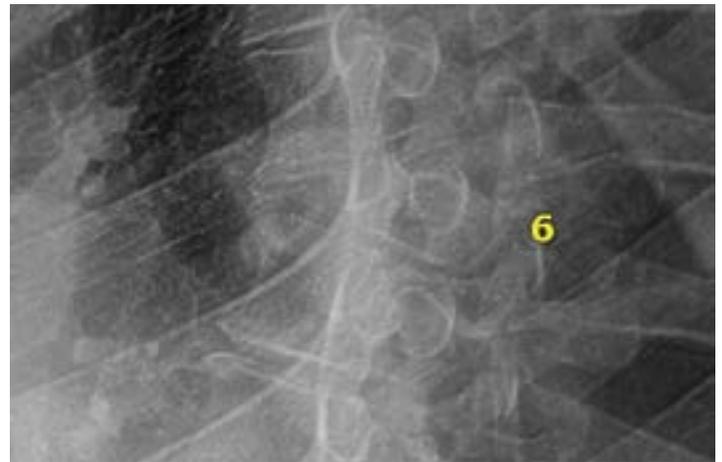
The AP view demonstrates the wedge-shaped halves of the involved vertebral body

separated by a thin or thick vertical band of radiolucency. The midline deficiency results in an indentation of the superior and inferior end-plate region. The end-plates of the adjacent segments will converge into the depressed region of the butterfly segment. The pedicles of the involved segment are often slightly larger than surrounding pedicles, as well. Due to the anterior body deficiency, the butterfly segment can mimic a compression fracture on the lateral which is why close evaluation of the AP view is critical.

The plain film radiographs are typically diagnostic and additional imaging is rarely needed. Osseous adjusting is generally well tolerated but may require adaptations regarding the line of correction.



(Figure 1). On the AP view, the two halves of the vertebral body of T6 resemble wings while the spinous process resembles the body of the butterfly.



(Figure 2). On the lateral film the anterior vertebral body deficiency at T6 mimics a compression fracture.

THE BRADDY BUNCH:

How a Husband-&-Wife Team Make it Work

By Carly Sharec

Husband-and-wife chiropractic team Drs. Jamie and Alicia Braddy are so in sync, it only made sense to them that they would eventually go into practice together.

“We wanted to work together so we could share the experience of changing people’s lives,” Dr. Jamie said. “And who better to do that with than your significant other?”

From the same hometown, the Braddys reconnected during their undergraduate years at Georgia Southern University. Having grown up in a chiropractic family, Dr. Jamie always assumed he would go into the field himself, but it took one final push from his future wife to get him on his way.

“As Jamie mentioned, he had the burning desire to be a chiropractor,” Dr. Alicia explained. “He remarked that if only he had went to chiropractic school originally, he would be done by now. I responded back, that in five years he was going to be saying the same thing ... he could either keep talking about it and do nothing, or he could go become a chiropractor.”

It worked out well for Dr. Alicia, too. She always knew she wanted to work with children and the elderly, and she originally wanted to be a counselor. But when the economy crashed and spending freezes limited her ability to even volunteer in certain departments, she followed Dr. Jamie into the chiropractic field.

“There were a lot of moving parts going on,” she said. “We couldn’t have planned it better.”

The Braddys have now been in practice for two years in Douglas, Ga., where in their spare time they enjoy outdoor activities like obstacle runs and sporting

events. They also have an 18-month-old who keeps them busy, as well as another little one on the way, due in November.

If it wasn’t enough to have a thriving practice plus a toddler and another baby on the way, another stressor is being added as one of the pair is heading out of the country.

On top of their already busy lives, Dr. Jamie will be deploying with the Georgia Air National Guard to the Middle East for six months beginning this fall.

“I’ve served in the military for 13 years and served my first six years in the United States Marine Corps,” he said. “Fortunately, being in practice with my wife allows me to continue to serve.”



Led Petrina to Chiropractic

By Carly Sharec

An early childhood injury while playing soccer led Life University and GCA student member Kyle Petrina down the path of becoming a chiropractor.

“I played soccer early in my childhood,” Petrina explained. “I tried every form of rehab possible, just to find no improvement.”

Petrina was joined on his soccer team by a son of a chiropractor, who began adjusting the team before each game.

“After some time, my injuries began to disappear and never came back. This initially sparked my interest in chiropractic.”

That interest led Petrina to an internship at Synergy Release Sports in Alpharetta to learn more about the profession. After watching the impact the chiropractors had on their patients, he made the decision to attend Life University and fully pursue a career in the field.

“Also, since I’m from Georgia, I figured that Life University would be a good place to go because I would still be close to family and loved ones.”

In his pursuits at Life, Petrina joined the Georgia Chiropractic Association as a student member, and has also earned a GCA student scholarship for his academic endeavors.

He expects to graduate in June 2019, and plans to keep working for Synergy Release Sports following graduation.

Outside of school and spending time with his friends and family, Petrina enjoys weightlifting, golfing and visiting the lake and beach.

“After some time, my injuries began to disappear and never came back. This initially sparked my interest in chiropractic.”



Life University student Kyle Petrina, right, is a GCA scholarship recipient.

CYBER SECURITY PLAYS IMPORTANT ROLE

in Chiropractic Practice

Contributed by Stuart Oberman

HHealth care is changing at a rapid pace as providers endeavor to maintain maximum efficiency while navigating a technology-rich climate. As a result of the reliance on electronic data, chiropractic offices have become vulnerable to cyber security threats.

Many practice owners believe that cyber criminals are not a threat to their practice. However, health care organizations make up roughly 33 percent of all data security breaches across all industries, and the health care industry is the most breached industry in the United States. According to the U.S. Department of Health and Human Services, almost 21 million health records have been compromised since September 2009. It has been shown that human error causes the majority of personal health information data breaches, and that actions of health care employees cause three times as many breaches as external attacks. [Source: Office for Civil Rights (OCR), U.S. Department of Health and Human Services].

The most common causes of data breaches in health care organizations are theft, hacking, unauthorized access or disclosure, lost records and devices, and improper disposal of records. A significant proportion of breaches are a result of lost or stolen mobile devices.

It is crucial for practice owners to take the necessary steps to ensure that their practice is in compliance with HIPAA provisions regarding computer security. Because the majority of data security breaches occur when staff members fail to follow office procedures, the location of the computers within the practice is key. All computers should be placed in areas where the computer screens are not visible to patients and visitors. Passwords should contain mixed-case letters and include numbers or symbols and should be changed regularly. In addition, passwords should not be written down.

A strict Internet and computer use policy should be enforced that prohibits staff members from checking personal e-mail accounts or visiting Internet sites that are not work-related. It is also important that practice owners

ensure that all firewalls, operating systems, hardware and software devices are up-to-date and that wireless networks are shielded from public view. Antivirus software should be installed on every computer and checked regularly.

When accessing office data remotely, practice owners and/or employees should use only trusted WiFi hot spots and never use shared computers. Smartphones and tablets should be password protected to prevent easy access to patient information in case the device is lost or stolen. In addition, all hard copies of documents with patient information should be shredded. Finally, to ensure that a practice is HIPAA compliant, data transmitted to payers, health plans and other health care providers may need to be encrypted to ensure that a hacker will not have access to this data.

If a security breach does occur, it is imperative that appropriate action is taken immediately, which includes determining how the breach occurred, and the extent of the security breach. In addition, if a security breach does occur, the owner of a practice must be very careful whom they initially contact and provide information to. Any improper or accidental disclosure to a third-party other than legal counsel for the practice owner may be subject to the rules of discovery if litigation occurs, which could increase the liability exposure of the practice owner.

Stuart J. Oberman, Esq. handles a wide range of legal issues for the chiropractic profession including cyber security breaches, employment law, practice sales, OSHA and HIPAA compliance, real estate transactions, lease agreements, noncompete agreements, chiropractic board complaints and professional corporations. For questions or comments regarding this article call 770-554-1400 or visit www.obermanlaw.com.



GETTING THROUGH THE INTERVIEW PROCESS:

What to Ask and How to Ask It

By Carly Sharec

Question: What should I be aware of when interviewing prospective employees?

One thing most, if not all, chiropractors will face at least once during their careers is hiring employees for their practice.

While the potential employee is most likely nervous during their interview process, there are also several pitfalls the employer needs to keep in mind.

“If it violates race, color, creed, sex or disability - you can’t ask it,” said Stuart Oberman of Oberman Law Firm. “You definitely can’t ask something like what a person’s race is, what their maiden name is, how old they are or if they have any disabilities.”

An example provided by the employment website monster.com was that an employer could ask a person in a wheelchair how they plan to visit various client sites if that particular job requires travel. It would be inappropriate, however, to ask how long that person has been disabled.

“While some questions may seem obvious not to ask, there are other areas of a person’s life that are also off-limits, at least during the interview process.”

While some questions may seem obvious not to ask, there are other areas of a person’s life that are also off-limits, at least during the interview process.

“You generally cannot ask what kind of political, social or religious group they belong to,” Oberman explained. “Those are probably the biggest problem areas. If it’s not job-related, don’t ask it ... but that’s a hard rule to follow, especially when getting caught up in a conversation.”

There are some ways around these tricky questions. For example, certain religions prohibit employees from working at various times throughout the year. While an employer can’t ask what religion a potential employee practices, they can instead ask if they’re able to work the required schedule.

Another example is that while an employer can’t ask if someone has ever been arrested, they can ask if a person has been convicted of a crime.

According to Oberman, employers also need to be aware that any potential employee may be recording them during the interview - and it’s entirely legal.

“It’s uncharted territory,” he said. “But there are very few restrictions that would prohibit a potential employee, or even an employee, from recording a conversation.”

According to monster.com, the best way to conduct an interview is to have a list of the selected questions planned ahead of time.

“The biggest problems we have in the chiropractic area is HR,” Oberman said. “Being mindful of some of these pitfalls can go a long way in keeping your practice running smoothly.”

need advice?

Do you need advice about starting a new practice?

Submit questions to csharec@gachiro.org, and your answer may appear in the next edition.



HONESTY ISN'T ALWAYS

Best Policy

By Linda Denham Gilreath, D.C.

MMy colleagues and I have been inundated with years of boundary training.

Thirteen years on the Georgia Chiropractic Licensing Board gave me insight on why that training was necessary. We are catching on. We know that we should no longer call patients honey, sweetie or hot shot. We know where to draw the line, but sometimes our patients frighten us.

Like when I was much younger and a whole lot cuter, my young patient came for an office visit after a weeklong father-daughter camping trip with a 2-year-old. First off, he should have consulted a psychiatrist prior to camping with a 2-year-old. That being said, the first thing out of his mouth was, “Dr. Denham, I thought of you every night when I went to bed.”

I wish that I could have seen the look on my face as I started to back away. I thought, “Oh no, where are you going with this?” He finished by saying “My back hurt so darn bad.”

I began to take it in stride when a patient quoted the country song, “I woke up with Linda on my mind.” I knew his back hurt so darn bad. We even knew who wanted the appointment when his wife called to say her husband woke up with Linda on his mind.

Once I had a new patient, a jokester to be sure, who announced to a full waiting room that he didn’t know he had to get naked to go to the chiropractor. My face registered shock while everyone else laughed. They knew him and his antics. Several

years later I saw him in a crowd of his cronies. I said, “I almost didn’t recognize you with your clothes on.” We laughed about that the rest of his life.

There are the patients that bring you back to reality. The ones that say, “You sure are bigger than you look” or “If you gained weight I would be afraid of you.” When I stopped by the local nursing home to visit one of my very first patients I wondered if he would recognize me. I asked if he knew who I was. He was quick to reply, “You are Dr. Denham and you sure have gained weight.” Luther was never a man to mince his words. I have been trying to be nicer to my patients, like when I tell them they are getting fluffy rather than calling out their weight gain.

Just last week a young farmer told his father that if he were ever stranded on a desert island with only one other person, he would want it to be Dr. Denham. Really? Dr. Denham? He said he knew his back would hurt so darn bad he just couldn’t take it.

Over the years I have heard, “Does your husband know how lucky he is?” He should, I have reminded him every day. Then he would remind me how he did the maintenance on my building, my equipment and my car. The scales may have tipped in his direction, until he can’t get off that creeper because his back hurts so darn bad.

EMPLOYMENT

ON YOUR NEXT VACATION, I'VE GOT YOU COVERED! Can be available on short notice. Experienced D.C. highly skilled in Thompson, Upper Cervical, Activator, Gonstead, Cox. Can handle any type of practice. PT Certified. Carry own malpractice. Bottom line, when you need a competent, trustworthy D.C. to keep your doors open, call 678-481-0186 or email Dr. Elliott at elliottsegal2@gmail.com

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WANTED to share space in growing chiropractic office in Watkinsville, Ga. If interested or for more information please call (706) 850-5595.

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ASSOCIATE DOCTOR WANTED! GOOD PAY, BENEFITS, FRIDAYS, SATURDAYS, SUNDAYS OFF. Our chiropractic office has a strong emphasis on nutrition

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ARROWHEAD CLINICS: ASSOCIATE DOCTORS NEEDED: IMMEDIATE AVAILABILITY. Be the only doctor in a busy personal injury clinic. Diversified Technique preferred. GA license and P.T. certification a must. Recent Grads O.K. (will train). Full and part time positions available. Salary + bonus. Atlanta Metro Area. Email resume/CV to Johnny@Arrowheadclinics.com.

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PRACTICE IN KENNESAW, GEORGIA looking to share space with doctor. Great location! Call Dr. Joel at (770) 432-9290

ASSOCIATE DOCTOR NEEDED IN BRUNSWICK, GA Busy chiropractic clinic is searching for an experienced associate doctor to assist with exams and great adjustments. Opportunity to live in the beautiful Golden Isles and work in a state-of-the-art facility with experienced doctors and staff. Must be able to give a great full-spine and Thompson drop adjustment. Competitive salary. Email cover letter and resume to Dr. Jenni at jboczar@familyhealthchiropractic.info

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ASSOCIATE D.C. NEEDED – Looking for an energetic, full time D.C. to join our successful integrative family wellness center. The right candidate will have an outgoing, positive attitude, good hands and must practice with integrity, work hard, enjoy learning and being part of a multi-specialty team. Please send your resume to Dr. Cavallo at n8doc@charter.net

FULL-TIME Doctor of Chiropractic – Start Date: January 2016. Monday – Thursday, 7:15AM to close. Techniques used, Palmer Package Cox, Diversified and Activator. Practice Location: 961 Green St. NE, Gainesville, GA 30501.

PHONE: 770-534-0656 (Ask for Dr. Watkins or Jeanne). Please EMAIL or FAX Resume to jhanlin@watkinstotalhealthcare.com Fax 770-534-9553

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SANDY PLAINS CHIROPRACTIC is seeking a front desk position. Greeting patients, answering phones, pulling and filing records and more. (770) 971-1355 or info@sandyplainschiro.com

PRAY CHIROPRACTIC, North Georgia and Chattanooga's premier chiropractic office is expanding and is offering unique opportunities for associate-ship positions. Our office has been voted the region's "Best of the Best" chiropractic facility six years in a row. If you think you have what it takes to be part of our winning team, then send your resume to ngadc2@gmail.com.

CHIROPRACTIC ASSOCIATE needed in Augusta, Ga. Seeking associate doctor for a well-established and well run office. Position includes great salary and benefits. Great hours and work environment in a newly built facility. Email resume to Dr. Pidcock skpid@aol.com or call (706) 951-1027

WANTED - DC FOR MULTIDISCIPLINARY GROUP PRACTICE, IN BRUNSWICK, GA. M/W/F 9-6. Days will increase with practice growth. Paid malpractice, competitive salary. Email resume to betty.carter@dseincorporated.com or call (904) 477-3332 for further information.

ASSOCIATE POSITION - Rare position in busy Peachtree City/ Newnan clinic. Looking for an experienced/ disciplined D.C. able to run a practice. Great hours, weekends off. Monthly salary plus bonus pay 60-85K, possible 5 year buy in or buy out. A minimum of

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INDEPENDENT CONTRACTOR - Busy Atlanta chiropractic practice looking for an Independent Contractor. Located one block east of I-85 and Chamblee Tucker Road. Please call 770-457-0584 and ask for Dr. Patrick Sallarulo or Laurie Simpson

C.A. NEEDED for busy office. Must be current/familiar in ICD-10 codes, EHR, PQRS and insurance verification. Contact mcintoshchiropractic@hotmail.com or 912-437-2663.

ASSOCIATE NEEDED - Advanced Chiropractic Center is seeking an Associate to join our well established, high volume, family chiropractic wellness clinic located in Pooler, Ga. Learn more about our office at www.poolerbackcare.com and contact Dr. Preston Peacock at peacockdc@gmail.com for details.

CARING, QUALIFIED, EXPERIENCED (20 years+) Doctor to Cover Your Practice Day(s), Month, Etc. Reasonable rates. Own malpractice insurance, P.T. certified, proficient in most techniques, experience in high volume practices. Contact Dr. Vernice Robinson by phone 404-771-3225, 404-505-7500 or email v5112@comcast.net

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AMAZING C.A. NEEDED! Experience with insurance filing and patient scheduling; punctual and detailed oriented; great computer and social media skills and a positive attitude, willingness to put the time in, problem solver, team player. Howell Mill Road, Atlanta. Salary based on experience. Email collierchiropractic@gmail.com.

INDEPENDENT CHIROPRACTOR - Looking for a GREAT subluxation-based chiropractor to share office space with in growing Collier Hills Neighborhood. Must be highly self-motivated to build their practice if they don't already come with a patient base Commission based. Serious inquiries only email: smrtannie@aim.com

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TEMP-PERMANENT DOCTOR NEEDED. PI Clinic located in Jonesboro, Ga. needs coverage immediately. Please contact Dr. Jones 404-494-0370

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FULL TIME CHIROPRACTIC ASSOCIATE needed in Savannah, Ga. Join our well established, high volume, family chiropractic & wellness based practice. The right candidate must be a high energy professional, practice with integrity, must be licensed to practice in Georgia and familiar with Activator and Thompson drop techniques. Experienced and newly licensed doctors are welcome to apply! Competitive salary + bonus plan; holidays and vacation. Contact: Crossroads Chiropractic & Wellness Center / Mark Domanski / 912.353.7611

SUCCESSFUL WELLNESS CLINIC specializing in family chiropractic, personal injury, nutrition and holistic health seeks mature, professional, detail-oriented, health-conscious administrative assistant to manage office, patient flow, daily procedures and marketing. We treat our clients like family and always look to exceed expectations. If you are this exceptional person, please mail your resume, professional references and three paragraphs describing why you are the perfect fit to: 405 Pharr Rd, Atlanta GA 30305

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ALBANY, GA PRACTICE FOR SALE - Beautiful, fully equipped office in Albany, Ga. for sale. Great opportunity in a city with very strong demograph-

ics and minimal competition. This practice was built to handle a very high patient load. This practice currently cash flows \$4-5k per month above overhead. Please email Dr. Butler at wbutler@healthsourcechiro.com to inquire further.

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LARGE SMYRNA, GA 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.

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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ROOM FOR RENT - Chiropractor looking to rent 9x12 room to a professional who is energetic and upbeat. Located in Collier Hills Neighborhood. Must be pro-chiropractic. Great for a massage therapist, nutritionist or an established chiropractor who wants to share space. Serious inquiries only, email: smrtannie@aim.com

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USED X-RAY SYSTEMS, VARIOUS USED FILM processors, cassettes, accessories and etc. for sale. Delivery and installation is available. For pricing and availability, leave message 678-409-4161

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CHECK OUT THIS DEAL! X-RAY machine for sale, complete with chest board bucky, collimator, Tingle 300ma 125 kvp generator, single phase chiropractic unit, mfg date 1992. VERY good condition. By this I mean not used in the last five years and barely used prior (less than 100 films per year). I will include a spare X-ray tube, a film processor, a film storage bin AND pay for the delivery AND set up for ALL for just \$5,000. Contact Dr Ralph Templeton at drjt2@gmail.com or call 770-377-2802. Also, I have used Spinalators, water massage beds, therapy tables, EMS machines, and Hill Anatomotor tables. **CHEAP!**

FOR SALE-TINGLE 325D X-RAY MACHINE and a Hope automatic film processor. Includes Bucky, Measuring tools, 7 cassetts (4 cervical/3 lumbar), film holder and name tag flasher. \$3,000 for everything. Email drwiskind@duluthmulticare.com for info or interest.

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

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