

## President's Message

### Community.

In the summer newsletter I commented on how many are finally realizing that the consistent best solution to fighting disease -- Covid-19 included -- is our own bodies. We know that Chiropractic directly supports the function of the human body. Now, every day, others are recognizing how important it is to take care of themselves so that the body can be better able to adapt and deal with its environment. It's been a tough year for practices, but chiropractic couldn't be better positioned to weather this storm and come up bright and clear on the other side.



It can be especially challenging for Doctors of Chiropractic, who tend to work in small office settings without lots of colleagues around. Doctors have often reported that in addition to providing required CE hours and education, UVCA conventions and seminars have provided opportunities for doctors to get together and share insights and perspectives. Fortunately, technology is helping us in this area. Free live chats, such as the one for members with Dr. Heidi Haavik on October 27th; social media features in the virtual fall convention center; the doctors' listserve, VCA doctalk; and easy access to a wide range of UVCA specialists and leadership, all come together to create a true UVCA Community. We've resumed District Connections and are working to schedule more of these smaller district meetings around the state over the next couple of months.

If you are still struggling, please reach out with full confidentiality. You are part of the UVCA Community, and we are here to help.

Christopher R. Perron, DC  
 President, UVCA

## Best Practices for Chiropractic Management of Patients with Chronic Musculoskeletal Pain: A Clinical Practice Guideline

Congratulations to Clinical Compass board members and a multidisciplinary group of authors for publishing a paper providing best practices for chiropractic management of patients with chronic musculoskeletal pain. A grant from the NCMIC Foundation provided partial funding for the project director, and the Clinical Compass provided funding for the project coordinator. For the full paper, visit <https://www.liebertpub.com/doi/10.1089/acm.2020.0181> (The Journal of Alternative and Complementary Medicine).

## In This Issue

- **Parietal Lobe Function & Pursuit Eye Movements.** . . . . . 4
- **C-PAC Contributors.** . . . . . 8
- **Celebrating the Women in Chiropractic** . . . . . 9
- **Prepare for CMS Changes.** . . . . . 11
- **Bryan's "Need to Know" Re: Vitamin D.** . . . . . 14
- **Urgent: New Provider Relief Fund Grants Available; Deadline is November 6.** . . . . . 15
- **Fall Convention Sponsors Supporting You** . . . 16
- **New Member Introductions.** . . . . . 19
- **Up to \$1000 for Sharing the UVCA** . . . . . 20
- **Classified Listings** . . . . . 21
- **COVID Exposure FAQs** . . . . . 22
- **Anthem Fee Schedule, Contract Provisions.** . . 23
- **Calendar: Online & Face-to-Face.** . . . . . 26
- **Profession Updates, Premier DCs, Benefits Updates, More!**

## Supporting Supplier News



Konopi Essentials UVCA Fall 2020 Convention Special: Any "New Customer" Chiropractic office in Virginia will receive a 20% discount, a free counter display and free shipping on their 1st new order. All orders must be placed and paid for before November 15th, 2020. Qualifying orders must be \$750 before the discount. Contact Chad Murray at 276-245-6172 or [chad@gokonopi.com](mailto:chad@gokonopi.com). [www.gokonopi.com](http://www.gokonopi.com).



SpeechSolutions' Barbara Mann is offering a free trial of Dragon Medical One by Nuance, the leader in cloud-based speech recognition. Dragon Medical One gives you the ability to dictate your patient records no matter where you are. Have an iPhone or Droid? Have access to Wi-Fi and a Windows computer? Add Dragon Medical One and you have what you need to start making your documentation easy! There are five two-week trial spots available at a time, so get on the list for your free trial now! Call or write Barbara, the Virginia DragonLady, at 703-360-3880; or email her at [Speech.solutions@Verizon.net](mailto:Speech.solutions@Verizon.net). See page 11.



25% Off Show Special: Stirling CBD has been a proud Sponsor of UVCA for 2 years - and we are proud to be featured in dozens of Chiro Offices in VA. Made from super pure CBD, Stirling has a full line up of proven CBD Oils, *Continued on page 3*

# UVCA Virtual Fall 2020 Convention

**T**HE LEARNING AND FUN  
HAS ONLY JUST BEGUN!

You have until December 15<sup>th</sup> to enjoy;

- ALL the content.
- MORE CEUs.
- For LESS money.

CEUs:

- DCs can earn up to 23 type 1 CEUs plus additional type 2 credits.
- CAs/office staff can enjoy 15 hours of training.
- For as low as \$14.30 a credit!

Speakers include:

- **Dr. Heidi Haavik**
- **Dr. Monika Buerger**
- **Dr. Kevin Wong**
- **Dr. Scott Banks**
- **Dr Mario Fucinari**
- **Dr. Stu Hoffman**
- **Dr. Brandon Steele**
- **Dr. Ray Foxworth**
- **Dr. Michael Ray**
- **Drs. Dean & Jen DePice**
- **Mr. Don Rasmussen**
- **MORE**

Play games and earn points towards prizes and bragging rights -- just for attending and participating.

Register at [www.virginiachiropractic.org](http://www.virginiachiropractic.org).  
No late fees!

**THROUGH  
DECEMBER  
15!**

**Game  
ON!**

Neuroscience Progress  
Science-Based Rehab  
New E&M Guidelines  
Lower Extremities  
C-19 & Practice  
Increasing Efficiency

Inflammation  
Rotator Cuff  
The Evidence  
Risk Management  
Financial Strength  
Exam Excellence



Continued from page 1

Lotions, and Capsules. Stirling has the right solutions for your customers and they will work closely with you to make sure they are selling through. Stirling is made in an FDA registered, Food Grade Facility with the best quality standards available. See page 4.



The Dry Needling Institute is organizing a Bermuda ChiroCruise for June of 2021. It features 8 CEUs on inter-professional communications/referrals and insurance documentation. For more information, contact Dr. David Fishkin at doctor@fishkincenter.com. For the cruise itinerary, go to <https://online.flippingbook.com/view/694166>.



Computer Troubleshooters has 3 VERY special offers for new clients between now and the end of the year. See page 21!

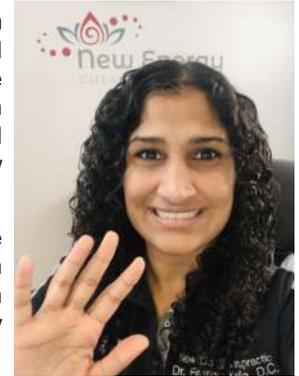
**For a safe & profitable practice!**

**CHIRO1SOURCE**  
Your #1 Source

**chiro1source.com 866-318-3251**

## Community Adds Convention Fun

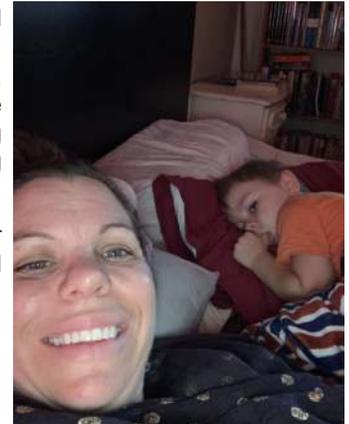
The Community feature of the UVCA virtual convention center enables registrants to interact with fellow attendees similar to Facebook. The UVCA will announce periodic challenges between now and December 15 for attendees to post to Community for the chance to win prizes -- but attendees are encouraged to use Community whenever they like to say hi to their colleagues, share an insight gleaned from a just-finished course chapter, or to see what fellow docs are talking about.



For example, those attending the October 17 and 18 live convention broadcasts had opportunities to win TriadAer travel air purifiers donated by Chiro1Source.

- Dr. Fattema Kolia, above right, won for posting a virtual greeting to her colleagues.
- Dr. Allison Schwartz, right, won one for posting a picture of her best virtual meeting buddy, her adorable young son.

Thanks to Chiro1Source for contributing the prizes and to all attendees for participating!



MXR Imaging has been the country's leading provider of diagnostic imaging equipment and service for over 60 years. We have chiropractic x-ray equipment that includes both CR and DR that can talk directly to your PACS. Need to upgrade from CR or film? We do that too, and for less than you think. We also offer a wide array of chiropractic table options that include adjustment tables, decompression tables, intersegmental traction tables, and spa/massage tables.

MXR Imaging is proud to offer the widest selection of chiropractic specific direct digital x-ray solutions, accessories, and supplies.

**MXRImaging.com**

**MXR Imaging can create a custom solution to support your chiropractic practice's imaging needs.**



**Brad Schardein**  
804.217.2479  
[bradley.schardein@mxrimaging.com](mailto:bradley.schardein@mxrimaging.com)

# Parietal Lobe Function & Pursuit Eye Movements

By James A. Munse, DC, DACNB, MPA

The functional neurology article for this issue (Fall 2020) follows a similar format to the one posted in the prior publication (Summer 2020). The previous article discussed the frontal lobes and saccadic eye movements, whereas this article will discuss the parietal lobes and pursuit eye movements. As noted in the previous article - the cerebral cortex is comprised of two hemispheres, which are structurally symmetric but functionally asymmetric. This allows for a variety of complex functions to be packaged within the confines of our cranium. If this functional asymmetry did not exist, then we would not be the complex organisms that we are today.

Each cerebral hemisphere is divided into four lobes, which includes the frontal, parietal, temporal, and occipital lobes. This article will focus on the parietal lobes and its relation to eye movements, which can be easily tracked in most chiropractic settings. The article will begin with an overview of parietal lobe function as well as impairment - so that pathology can be easily recognizable in a clinical setting. The article then discusses the importance of parietal lobe function in the care of our chiropractic patients. And the article concludes with a discussion on how eye movements can be used to evaluate and subsequently rehabilitate the parietal system - thus improving patient outcomes.

The parietal lobes lie deep to the parietal bones of the cranium, and they are positioned posterior to the frontal lobes, anterior to the occipital lobes, and superior to the temporal lobes. The parietal lobes are primarily concerned with receiving and processing sensory information (somatosensory input). Specifically, the parietal lobes receive and integrate sensory signals that relay information about touch, pressure, temperature, and muscle movement. As such, the parietal lobes function to produce body awareness and perception (an understanding of where we are in space). Each parietal lobe contains a somatotopic map of the contralateral (opposite) side of the body. Therefore, when you stub your right big toe...a specific area in the somatotopic map of the left parietal lobe becomes stimulated - and this allows you to perceive the pain sensation in your right big toe. And thanks to the organization and detail within the somatotopic maps of the parietal lobes - you know the exactly where you stubbed your toe. However, pain - and especially chronic pain - has the potential to "blur" these somatotopic maps. As a consequence, patients often experience "vague" and "generalized" pain in various areas of the body. When was the last time you treated a patient with vague or generalized musculoskeletal pain? This is an extremely frequent presentation - often occurring multiple times each day in clinical practice. These patients also typically have decreased proprioceptive abilities, which further contributes to injury and a lack of recovery.

The parietal lobes are also responsible for initiating smooth pursuit eye movements. Pursuit eye movements keep the eyes locked on a moving target. The important part here is that the eyes must track a moving target. Pursuit eye movements cannot occur without a moving target. If you attempt to move your eyes from left to right across the visual field without following a moving target...you will notice that your eyes "jump" in short spurts (which are saccadic eye movements and not pursuits). The parietal lobes act to "pull the eyes" towards themselves (think of a fisherman reeling-in a fish). Thus, the left parietal lobe enables the eyes to track a moving target to the left. If a target moves to your right (and you're following it), then the right parietal lobe is activated.

So why is this important? As stated in prior articles - eye movements are a great indicator of

*Continued on page 6*

## Kookaburra Cards

Since 1987

Greeting Cards & Postcards  
for Chiropractors!



Personalized with your office name on the front



See all of our cards at [KookaburraCards.com](http://KookaburraCards.com)  
(then click on the "Chiropractor" icon for your cards)



STIRLING  
CBD OIL

Doctors 1<sup>st</sup> Choice  
for CBD

- 0% THC Guaranteed
- Pure, Potent & 3rd Party Tested CBD
- Found in Dozens of UVCA Member Offices



Contact: [info@stirlingoils.com](mailto:info@stirlingoils.com)



# Medical Insurance Program

United Virginia Chiropractic Association (UVCA) members have access to medical, dental and vision insurance programs that are available to chiropractors in the 16 states listed below.



California	Colorado	Connecticut	Illinois
Indiana	Kansas	Kentucky	
Missouri	New Jersey	North Carolina	
Ohio	Pennsylvania	South Carolina	
Texas	Virginia	Wisconsin	

First established in 2015 with the Ohio State Chiropractic Association, the plan rapidly spread across the country from the Midwest .



### Our mission

From the start, our mission has been to provide another group medical insurance option to chiropractors.



### Who is eligible?

The program is available to chiropractor members of the UVCA, their employees and dependents. Chiropractors who are not currently members of the UVCA may complete an application and receive a quote, but membership in the UVCA is required to participate and maintain coverage.



### What plans are available?

There are 16 medical plan options; 4 are health savings accounts and 12 are traditional designs with co-pays and a Rx card. The networks available include MedCost PPO, Multiplan PHCS and First Health. After completion of the application, members are provided quotes and plan outlines to determine the program that works best for their needs. We can assist with plans as small as two employees; spouses who are involved in the business are considered an employee.



### When and how can I apply for coverage?

Since we allow members to start coverage any month of the year, now is a great time to get your quote. Contact: **Mark Ritchie**, RMFS Benefit Solutions, LLC, by phone: 614-214-8334, email: mark.ritchieohio@gmail.com or fax: 614-553-7763.

**UVCA MEMBER AFFINITY PARTNER = SPECIAL MEMBER ADVANTAGES**

Continued from page 4 brain function because dysfunction and aberrations in eye movements are often due to neurological disintegration as opposed to eye muscle pathology. Consequently, poor pursuit eye movements can be representative of decreased parietal lobe activity. Thus, it is recommended that you evaluate smooth pursuits with patients that experience chronic pain, have difficulty localizing their pain, and/or have proprioceptive challenges. Furthermore, assessing eye movements provides objective measures of motor output that can be tracked each visit and correlated with their symptoms.



How does one evaluate pursuit eye movements? I recommend paying attention to horizontal pursuits. As noted earlier, eyes that track a moving target to the right activate the right parietal lobe (and vice versa). I recommend standing at an arm's length distance away from the patient and have them track your thumb (or another target) from side-to-side. You should do this slowly – the goal is not to see how fast their eyes can track an object. Instead, you are evaluating how “smooth” their eyes pursue the moving target. Their eyes should roll in a very smooth fashion. The patient’s eyes should not appear to “jump” in short spurts along with the target. These “bumpy” pursuits are a sign of parietal dysfunction. Thus, if a patient’s eyes are bumpy when following a target to their right – then their right parietal lobe is involved. This often correlates to symptomatology on the left side of their body.

Once parietal lobe dysfunction has been identified – whether it is bilateral or a single lobe – you can begin rehabilitation to activate the parietal system in hopes of creating plasticity in those weakened systems. Providing stimulation to the parietal lobes is relatively easy...all that one needs to do is provide sensory input to the contralateral side of the body. For instance, you can adjust

the extremities and/or spine on a specific side, apply physiotherapies to a certain body region, and/or initiate soft tissue techniques. I find that vibration therapy is particularly helpful for patients that fit these criteria, and I often use a vibracussor – or even a tuning fork – to provide appropriate stimulation. And lastly, you can use pursuit eye movements themselves as a treatment modality. I frequently have the patient track my thumb (about 6-8 reps) before and after treatment – this not only allows me to check for improvement but also activates their parietal system. I also suggest reading a previous article published within this publication titled “Activating the Brain with Eye Movements” – which provides additional insight for treatment options. Previous issues of The Virginia Voice can be found on the UVCA website under Tools & Resources > Publications.

**James A. Munse, DC, DACNB, MA of Chantilly Chiropractic Center in Chantilly, Virginia is a Diplomate of the American Chiropractic Neurology Board, which he earned through the Carrick Institute. He is proficient in Full Spine Diversified (Palmer Package), Gonstead, Activator, Thompson, Extremity Adjusting, Flexion-Distraction, and Functional Neurology diagnosis and rehabilitation. In addition to full-time practice, Dr. Munse serves as an adjunct professor at George Mason University and an assistant coach for the Westfield High School varsity football team. He can be reached at jamunse@gmail.com.**





# ONLINE CHIRO

## Discover The Best Value In Online Marketing

Switch to Online Chiro and see how much your practice can save - It just might scare you!



WEBSITE DESIGNS



PATIENT EDUCATION



SEO



SECURE EMAILS & FORMS



SOCIAL MEDIA



REVIEW GUARD 360



E-STORE

Start Today and Pay Nothing Until 2021

LEARN MORE

# Neuromusculoskeletal Medicine Program

Formerly the Orthopedic  
Diplomate Program or DACO

*Rise to the  
Pinnacle  
of Your  
Profession*

The UVCA is proud to partner with the University of Bridgeport to offer the 50 hours of live education required as part of the Diplomate of the International Academy of Neuromusculoskeletal Medicine (DIANM). This certification is offered by the International Academy of Neuromusculoskeletal Medicine (IANM). The IANM serves to qualify, examine, and provide board certification and re-credentialing of the chiropractic neuromusculoskeletal medicine specialist who focuses on the evaluation and management of patients suffering from pain syndromes and neuromusculoskeletal conditions.

Designed for practicing DCs, this program puts you on the path to becoming board-certified in orthopedics and neuromusculoskeletal medicine -- a credential that makes you a vital member of the primary care team. Through this UVCA-sponsored opportunity, doctors will have access to both the education and the respected certification that more organizations and patients are looking for.

Doctors wishing to earn the DIANM designation may obtain the remaining 250 online hours through the University of Bridgeport. The additional online education focuses on differential diagnosis, evaluation and management of neuromusculoskeletal conditions; especially acute and chronic pain conditions.



**Starting March 20-21, 2021!**

**Five (5) 10-hour weekends featuring leading instructors in the field.**

1. **“Whiplash Associated Disorders: The Pathway from Acute to Chronic Pain”** by James J. Lehman, DC, FACO plus **“Evaluation & Management of Foot & Ankle Conditions”** by Ed Glaser, DPM
2. **“Best Practices for Managing LBP & Lower Extremity Disorders”** by Tim Bertelsman DC, CCSP, FACO
3. **“Differential Diagnosis of Neuromusculoskeletal Conditions”** by James Demetrious, DC, FACO
4. **“Pain Management of Chronic & Neuropathic Conditions: Integration of Lasers, E-stim & Ultrasound”** by Nelson Marquina, PhD, DC
5. **“Mastering the Assessment & Management of Shoulder & Upper Extremity Problems” (10 hours)** by Brandon Steele

Instructors Include:



Dr. Tim Bertelsman



Dr. Brandon Steele

**For all module dates, topics, instructors, pricing, and more, visit the Calendar of Events on UVCA’s website!**

# Virginia Chiropractic Political Action Committee

## CONTRIBUTORS AT 10/28/2020

### Robert Bowie Society (\$1000+)

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

### Gold (\$600-999)

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

### Silver (\$400-599)

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

### Emerald (\$200-399)

Dr. Marco Accordo  
 Dr. Eric Carlsen  
 Dr. Paul Cronk  
 Dr. Meredith Harwell  
 Dr. Demetrios Kydonieus  
 Dr. Matthew Schrier

Dr. Carly Swift  
 Dr. Suzanne Santjer  
 Dr. Matthew Schrier  
 Dr. Michael Vanella  
 Dr. Steve Vegodsky  
 Better Bodies Chiropractic, PC (Dr. Jeffrey Foddrell, Dr. Ginger Foddrell, Dr. Jenni Pfeffer)

### Bronze (Up to \$199)

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

**To contribute, use the form below OR to contribute online via PayPal, go to [www.virginiachiropractic.org](http://www.virginiachiropractic.org) and click on the Legislative tab.**

## CPAC of Virginia THE FUTURE OF CHIROPRACTIC STARTS WITH YOU

### Chiropractic Political Action Committee of Virginia

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

Name \_\_\_\_\_ Street Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_ Occupation \_\_\_\_\_

Employer \_\_\_\_\_ Primary City and State of Employer \_\_\_\_\_

E-mail \_\_\_\_\_ Are you a U.S. Citizen or Have a Valid Green Card: Y or N

I pledge to donate \$ \_\_\_\_\_ to the CPAC of Virginia on a yearly basis. In the form of a  Check or  Credit Card  
 payment of \$ \_\_\_\_\_  Quarterly  Semi- Annual  Single Payment  12 Months  Monthly until notified in writing to stop.

Name on Credit Card: \_\_\_\_\_ Credit Card Number: \_\_\_\_\_

Expiration Date \_\_\_\_\_ CCV Code \_\_\_\_\_ Signature \_\_\_\_\_ Date: \_\_\_\_\_

#### Contribution Levels:

Based on contributions received January 1-December 31

**Robert Bowie Society (\$1,000 +)**    **Gold (\$600-\$900)**    **Silver (\$400-\$599)**    **Emerald (\$200-\$399)**    **Bronze (Up to \$199)**

CPAC of Virginia is a separate segregated fund. Voluntary contributions by individuals to CPAC of Virginia can be written from personal or business accounts. Donations written by a business account will be reported to the State Board of Elections from the business and not the individual. Donations to the CPAC of Virginia are not tax deductible. Your decision to contribute will not result in an advantage or disadvantage in your relationship with VCA or CPAC of Virginia. State laws request that PACS use the best efforts to obtain and report the name, mailing address, occupation and employer of each individual who contributes more than \$100 in a calendar year.

4461 Cox Road, Ste 110, Glen Allen, Virginia 23060, Fax: 804-643-0311, Email: [vacapoffice@gmail.com](mailto:vacapoffice@gmail.com)

Know a Virginia Legislator?

Help the Virginia C-PAC build its key contacts list!

If you have any legislative contacts or questions about Virginia C-PAC, please email [vacapoffice@gmail.com](mailto:vacapoffice@gmail.com).

Thank you!



## Celebrating the Women of Chiropractic

October was National Women's Small Business Month. While October is ending, we can still take time to recognize and applaud the talented, dedicated, and driven women whose entrepreneurial spirit helps drive our nation's economy forward," said Carla Harris, Chair of the National Women's Business Council. This is an opportunity for us to recognize and celebrate the hard work of women in our profession. (NFIB, 2017)

Not all of the women in chiropractic are mothers, but many are. With that comes additional stress, especially during a pandemic. In our conversation this morning, my friend, Aaron, was describing the changes to his family's schedule and work/life balance over the past six months. Both small business owners, with two young children, Aaron and his wife are both working from home with the additional responsibility of educating their kids, which he openly admitted had largely fallen on his wife's shoulders. Something I understood. Since the beginning of the year, policies that had been in place in our company for over a decade were thrown out the window. We are making reasonable accommodations for our employees so they can juggle the dual responsibility of being dedicated employees and moms. In these chaotic times, I remind my team frequently of the importance of self-care, which is a reminder to all of us; men, women, moms, and dads. These last few months have been stressful, and we need to keep our minds and bodies in balance. Here are a few tips. (Zimmermann, 2019)

1. Keep business and family separate. You should have a space dedicated to your business, both inside and outside your home. When your workspace takes place in a common living space (living room) or worse a personal space (your bedroom), you never really escape work. It's also important to stick to a schedule as much as possible.
2. Find time for yourself. It is crucial in maintaining inner peace and balance within the hectic environment of work and home

*Continued on page 10*

Live your Best Life with  
**PROLEVE**

**USA GROWN CBD FOR WELLNESS**

 NON GMO &  
ALL NATURAL

 GROWN IN USA

 NO PESTICIDES

 LAB TESTED

*new look, same product!*

[WHOLESALE@PROLEVE.COM](mailto:WHOLESALE@PROLEVE.COM)

844-PRO-LEVE

Mention this ad for 20% off your  
order and free shipping

MAXIMIZE PAIN RELIEF

REDUCE INFLAMMATION

PROMOTE TISSUE REPAIR

"Lumix has markedly changed my practice. I'm able to do things that I could have never done before. It's been a game changer."

Dr. Michael Whalen, DC

"Lumix has added tremendous value to my practice."

Dr. Jennifer Tinoosh, DC

Change lives through the power of **lumix** lasers

Deep Tissue Penetration

Technical and Marketing Support

 **Laser Biotech**

[LaserBiotech.com](http://LaserBiotech.com)

Continued from page 9 life. Just 20 minutes a day can work wonders on your stress levels and clearing your mind.

All too often, in our personal and professional lives, we say "yes" to others and "no" to ourselves. Find an activity you love that helps you to relax and recharge.

3. Create your own definition of success. There are many entrepreneurs who measure their success by building large businesses with millions in revenue, yet, there are many who measure their level of success by the time they have with their families. Success is a personal decision and different for everyone. In fact, over your career, it may change often. What are your goals and priorities, and how can you build your business to meet them?

This is a month near and dear to my heart since I was raised by a single mom who went on to become a business owner. She had both a successful career and a fulfilling family life. That is something I want for all of the women in our profession. If you are looking for a place for women chiropractors and women chiropractic students ONLY, sharing each other's life successes and encouraging growth through struggles and opportunities, then I strongly recommend joining the Women Chiropractors Group on Facebook. They provide tremendous resources for Women DCs around the country and were founded by a woman I know and respect, Dr. Cyndy Elwart-Shaft-Toll. You can learn more at [womenchiropractors.org](http://womenchiropractors.org).

*Dr. Ray Foxworth is a certified Medical Compliance Specialist and President of ChiroHealthUSA. A practicing DC, he remains "in the trenches" facing the same challenges you do. He has served as president of the Mississippi Chiropractic Association and former Staff Chiropractor at the G.V. Sonny Montgomery VA Medical Center. Contact Dr. Foxworth at 1-888-719-9990, [info@chirohealthusa.com](mailto:info@chirohealthusa.com) or visit the ChiroHealthUSA website at [www.chirohealthusa.com](http://www.chirohealthusa.com). Join Ray for a free webinar that will give you all the details about how a DMPO can help you practice with more peace of mind.*

## New Adventure!

**Brenda Cassell  
announces the opening of her new  
company, CRC Chiropractic Sales.**

**Please contact Brenda for quotes on  
chiropractic tables, modalities,  
laser and X-ray.**

**She has been in the business  
for 27 years and looks forward to  
working with everyone.**

**Phone: 804-436-3064**

**Email: [cassellbrenda226@gmail.com](mailto:cassellbrenda226@gmail.com)**



"My practice is  
focused on  
treating those  
little Fiddle Farts  
and that's why  
I'm insured by  
ChiroSecure!"



(866) 802-4476

[www.chirosecure.com](http://www.chirosecure.com)



Monica Buerger DC

# Change Lives and the Future

As a doctor of chiropractic, you can influence the future of the profession by encouraging health-care-minded individuals to pursue a career in chiropractic.

You're changing patients' lives today. Refer students to Palmer College of Chiropractic who'll continue your legacy by changing lives tomorrow.



**PALMER**  
College of Chiropractic

*The Trusted Leader in Chiropractic Education®*

[www.palmer.edu](http://www.palmer.edu)

## Prepare for CMS Changes

Rebecca Walter, MCS-P, CCA

**W**e've had a busy year and in light of planned and current CMS changes, I recommend that you prepare your practice in the following ways for what may be coming.

### For Medicare patients:

1. Prepare for the possibility that the Medicare fee schedule may encounter a last minute hold that will place Medicare claims into a "reprocessing" loop. This has happened previously and can cause you to lose money from claims that were not processed correctly. Each office should create a follow-up strategy that will ensure all Medicare claims are processed correctly even if they are delayed or initially processed with the wrong fee schedule. And then, we'll hope you don't need it and any fee adjustment action is taken before January 1, 2021 or before you submit a claim for 2021 or it stays the same as this year.
2. Ensure that you are utilizing the correct ABN form on 1/1/2021 with "Form CMS-R-131 (Exp. 06/30/2023) on the bottom left and "Form Approved OMB No. 0938-0566" on the bottom right. You can use it now but you **MUST** use it by Jan 1, 2021. Plan to replace them all by or starting on Jan 1, 2021 if you haven't already begun.
3. Begin recording your patient face-to-face time in your Exam documentation now in preparation for the new guidelines. Even though Medicare doesn't currently cover anything except Active Treatment CMT, a new E&M Documentation standard is planned for Jan 1, 2021 that will replace the '97 and '95 guidelines previously used. You may be familiar with counting "bullets" to determine your exam level. That is being changed to a more time-dependent method. *Continued on page 15*



## Document Care from Anywhere with Dragon Medical One

*A Nuance Healthcare Premier Partner*

We are in business to help chiropractors save time through higher productivity using speech recognition in the cloud. Call now to reserve your free trial of Dragon Medical One - the world's Gold Standard for speech recognition. We offer you over 25 years experience of success with Dragon Medical products because Dragon works!

Call 703-360-3880 or email [speech.solutions@verizon.net](mailto:speech.solutions@verizon.net).

Barbara Mann, President  
The Virginia DragonLady, SpeechSolutions, Inc.



**FROM THE UVCA TO SIDECAR: A BIG THANKS FOR HELPING TO MAKE OUR VIRTUAL FALL CONVENTION A GREAT SUCCESS!!!**



# End the Stress & Strain of Billing

Do you know where your billing risk and opportunities are?

**The SIDECAR Billing Needs Audit is an in-depth examination of all segments of your chiropractic billing and collections processes.**

*Click here for your BNA*

**Billing Needs Audit**



SIDECAR gives chiropractors the time, money, and rewards that your hard work deserves.

Through our work with hundreds of chiropractors, we've found that most have gaps in their billing system leaving thousands of dollars uncollected and unaccounted for. We can help you get the money you're owed. Take the SIDECAR Billing Needs Audit to get informed.



**SIDECAR**  
SIDECAREEDGE.COM

[Info@SideCarEdge.com](mailto:Info@SideCarEdge.com)

## District Director Elections Held October 17, 2020

**C**ongratulations to the following doctors who were elected or re-elected to UVCA District Director on Saturday, October 17, in conjunction with the UVCA Annual Membership Meeting.

**#1E Northwestern VA - East**

**Christine M. Stewart, DC**  
Wilderness Family Chiropractic  
Locust Grove, VA  
Phone: 540-972-4800  
drchris.wfc@gmail.com

**#1W - Northwestern VA - West**

**Michael Ray, DC**  
Shenandoah Valley Performance Clinic  
Harrisonburg, VA  
Phone: 540-217-0429  
info@svperformanceclinic.com

**#2E - Northern VA - East**

**Christopher C. Virusky, DC**  
Fairfax Station Chiropractic  
Fairfax Station, VA  
Phone: 703-493-8445  
cvirusky@hotmail.com

**#2 N&S - Northern VA - North & South**

**Shawn D. Keegan, DC**  
Keegan Chiropractic Sports & Wellness  
Ashburn, VA  
Phone: 703-858-3500  
shawnkeegan@mac.com

**#3E - Southwest VA - East**

**Aaron Trochim, DC**  
Trochim Family Chiropractic  
Rocky Mount, VA  
Phone: 540-483-1811  
aarontrochim@gmail.com

**#3W - Southwest VA - West**

**Jennifer M. Rathmann, DC**  
Tuck Chiropractic Clinic  
Blacksburg, VA  
Phone: 540-951-4357  
jrathmann@tuckclinic.com

**#4E - Central VA - East**

**Eric R. Carlsen, DC**  
Family Chiropractic Center of Richmond  
Manakin Sabot, VA  
Phone: 804-784-0161  
spine123@netzero.net

**#4W - Central VA - West**

**Taylor Myers, DC**  
East Coast Elite Chiropractic Sports  
Performance & Rehab  
Blacksburg, VA  
Phone: 434-298-0707  
docmyers49@eastcoastelitechiropractic.com

**#5E - Eastern VA - East**

**Carly S. Swift, DC**  
Wave of Life Chiropractic Ctr

Virginia Beach, VA  
Phone: 757-321-7776  
drcswift@gmail.com

**#5W - Eastern VA - West**

**Robert M. Pinto, DC**  
Pinto Chiropractic & Rehabilitation  
Williamsburg, VA  
Phone: 757-220-8552  
drrobertpinto@pintochiro.com

The UVCA District Director serves as the key liaison for members and non-members in his or her area and provides a vital link between the doctors "in the field", the leadership, and the association office.

A big thanks to the following outgoing district directors for their years of service!

- **Sam Spillman, DC**
- **Matthew Schrier, DC**
- **Kevin Walsh, DC**



*Your district directors are working to hold get-togethers around the state before the end of the year. Watch*

*for e-vites and check the online UVCA calendar!*



## New & Used Equipment

*Visit our Chiropractic Showroom*

Tables \* Lasers \* Electrotherapy  
PEMF \* Traction \* IST



**800.434.4551**

*3915 Deep Rock Road  
Richmond, VA 23233*



## Bryan's "Need to Know" Re: Vitamin D

By Bryan Miller, Anabolic Laboratories, Inc.

**W**ith a growing consensus among health care professionals and scientists on the benefits of Vitamin-D as related to optimizing immune function, here are a few things to know. These research excerpts will help expand your patient education and discussions and provide the scientific foundation for the recent increase in Vitamin-D recommendations. I've included a combination of points made regarding Vitamin-D deficiency in the diet, sun exposure deficiency, immune health factors and musculoskeletal factors.

1. Vitamin D's final metabolic product is a potent, pleiotropic, repair and maintenance, seco-steroid hormone that targets more than 200 human genes in a wide variety of tissues, meaning it has as many mechanisms of action as genes it targets.
2. Theoretically, pharmacological doses of vitamin D (2,000 IU/kg/day for three days) may produce enough of the naturally occurring antibiotic cathelicidin to cure common viral respiratory infections, such as influenza and the common cold, but such a theory awaits further science.
3. Results of an RCT support the theory, finding 2,000 IU of vitamin D/

day for one year virtually eliminated self-reported incidence of colds and influenza.

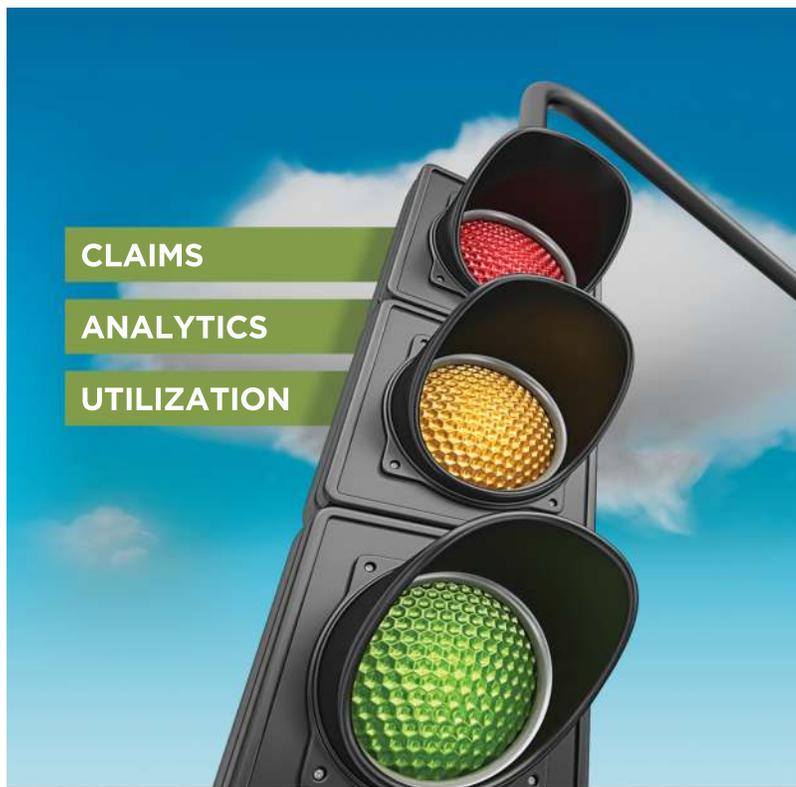
4. Hollis et al recently explained this conundrum and concluded very few humans obtain enough vitamin D, even if they take several thousand units per day.
5. This implies virtually everyone has a chronic 25(OH)D substrate deficiency, at least in the winter, and the absence of the parent vitamin D compound (cholecalciferol) in the blood means all available vitamin D is used for metabolic needs and none of it is stored.
6. The natural diets most humans consume, however, contain minimal vitamin D, unless those diets are rich in wild-caught fatty fish, sun-dried Shitake mushrooms, or wild reindeer meat. Small amounts of vitamin D are contained in fortified foods, such as fortified milk, some orange juices, and cereals, but such sources are minor contributors to vitamin D stores. Traditionally, the human vitamin D system began in the skin, not the mouth.
7. Conclusion: All patients with persistent, nonspecific musculoskeletal pain are

at high risk for the consequences of unrecognized and untreated severe hypovitaminosis D.

8. Low back pain and and proximal myopathy are also common symptoms of vitamin D deficiency and osteomalacia.
9. Complaints endemic to every practitioner's office, such as muscular weakness, a feeling of heaviness in the legs, chronic musculoskeletal pain, fatigue, or easy tiring may be symptoms of vitamin D deficiency.<sup>49</sup> Such complaints are extremely common, difficult to treat, and easy to dismiss, but they may indicate symptomatic vitamin D deficiency.

Sources: <sup>1</sup> Use of Vitamin-D in Clinical Practice, Cannell & Hollis, *Alternative Medicine Review* Vol 13, #1 2008. <sup>2</sup> Prevalence of Severe Hypovitaminosis D in Patients With Persistent, Nonspecific Musculoskeletal Pain, GREGORY A. PLOTNIKOFF, MD, MTS, AND JOANNA M. QUIGLEY, BA, *Mayo Clin Proc*, Dec 2003, Vol 78. <sup>3</sup> Improvement of Chronic Back Pain or Failed Back Surgery with Vitamin-D Repletion, Schawaffenberg, *Journal of American Board of Family Medicine* 2009.

**For more information, contact Bryan Miller, 410-296-7574, [bmanabolic@comcast.net](mailto:bmanabolic@comcast.net). Attending the Fall Convention? Visit Anabolic Labs' booth!**



**CLAIMS**

**ANALYTICS**

**UTILIZATION**

# CLAIMS IN THE FAST LANE

In the modern age of Electronic Data Interchange (EDI), Infinedi is committed to helping clinicians get paid fast, so they can spend less time tracking claims and more time with patients. As a pro advocate for the healthcare industry, we create tools that make sense for electronic claims processing and business analytics. Coupled with a superior support team, we strive to ensure your business is performing at its best.

We know that Customer Service is important to you and the efficiency of your practice so Infinedi is developing an all NEW Help 365, Infinedi's interactive web help system. Visit [Infinedi.net](http://Infinedi.net) to learn more about the NEW Help 365 and IMPROVED web portal features.

**Infinedi.net**  
ELECTRONIC DATA EXCHANGE

1437 South Boulder Avenue • Suite 1030  
Tulsa, OK 74119 • 800-688-8087

**UVCA MEMBER AFFINITY PARTNER = SPECIAL MEMBER ADVANTAGES**

Continued from page 11 That DOES NOT mean that you can stop recording HPI, Patient and Family History, etc, it just means that TIME spent needs to be supported in your documentation as well as total time recorded. It could mean a change in your E&M coding choice. Other carriers will follow this guideline as well as Medicare.



*If you have any questions, I can be reached, as a UVCA member service, at 540-797-6639 or Becwalter57@hotmail.com. I'm usually able to respond within 24 hours.*

## New Provider Relief Fund Grants Available

### Urgent: Deadline is November 6!

**E**arlier this year, HHS made grants available to chiropractic physicians (and many other providers, hospitals, and systems) to the tune of \$50 billion, in what was called a General Distribution. These distributions amounted to 2% of doctors' annual revenue (total patient care revenue, not just Medicare). The initial General Distribution was for \$50 billion.

Recently, HHS announced a NEW distribution of the Provider Relief Fund – Phase 3. Providers can now apply for a new round of General Distribution funds totaling another \$20 billion. Phase 3 now opens the door for even more chiropractic physicians to acquire funds through this program, including doctors who were new to practice in 2020. In fact, HHS indicates that, "Providers may be eligible regardless of whether they were eligible for, applied for, received, accepted, or rejected payment from prior PRF distributions."

#### Which health care providers, including chiropractic physicians, are eligible?

Those who billed Medicare or Medicaid between January 1, 2018-March 31, 2020. Other providers include dentists, assisted

living facilities, and behavioral health providers.

#### To be eligible, providers are required to have:

- "Filed a federal income tax return for fiscal years 2017, 2018, 2019 if in operation before Jan. 1, 2020; or be exempt from filing a return; and
- Provided patient care after Jan. 31, 2020; and
- Not permanently ceased providing patient care directly or indirectly; and
- For individuals providing care before Jan. 1, 2020, have gross receipts or sales from patient care reported on Form 1040 (or other tax form)"

If you believe you meet the requirements, simply visit the Provider Relief Fund Application and Attestation Portal, sign in (or create a new account), and complete the application.

*For links to the application and more information, visit the COVID-19 Resources page of the UVCA website. Scroll down to the section entitled "Money to Medicare Providers."*

SOME DISCOUNTS ARE GOOD. ✓ SOME DISCOUNTS ARE BAD. ✗

SOME DISCOUNTS ARE

**ILLEGAL!**

TAKE THE

**DI\$COUNT**  
*Challenge*

**CHUSADC.COM**



**ChiroHealthUSA®**  
The Network That Works for Chiropractic!

## UVCA Fall Convention Sponsors: Worth Your Closer Look!

The following organizations upgraded their support of you and the UVCA by sponsoring the Fall Convention!

- If you're registered for the convention, be sure to stop by their virtual booth before December 15 to learn about their products and services, special offers, prize raffles, and more.
- If you're not registered for the convention, please review this list to see who's making an extra investment in time and resources for you.

### **Advanced Medical Integration**

*Holistic & Regenerative Medical Services Integration Consulting*

Lo Bue, Jono  
Clearwater, Florida  
Phone: 727-205-8884  
jono@amidocitors.com

### **CBC Inc. & VCS Inc.**

*Account Management & Collections*

Hopkinson, William  
Charlottesville, Virginia  
Phone: 800-238-0325  
info@maxprofitsys.com  
MEMBER

### **Chiro1Source**

*Equipment & Supplies*

Walker, Josh  
Farmville, North Carolina  
Phone: 866-318-3251  
josh@chiro1source.com  
MEMBER

### **Chirocenters Management Corporation**

*Billing Services Provider*

Porras, Marilyn  
Chesterfield, Virginia  
Phone: 804-608-3040  
marilynp@cmcbillingonline.com  
MEMBER

### **ChiroHealthUSA**

*Discount Plan Medical Organization*

Simmons, Heather  
Flowood, Mississippi  
Phone: 888-719-9990  
heather@chirohealthusa.com  
MEMBER

**Professionally Recognized by the UVCA**

### **ChiroSecure**

*Chiropractic Malpractice Insurance*

Lazar, Nicole  
Scottsdale, Arizona  
Phone: 866-802-4476  
nicole@chirosecure.com

### **ChiroUp**

*Evidence Based Online Chiropractic Resources*

Bertelsman, Sarah



Swansea, Illinois  
Phone: 844-462-4476 X702  
jenn@chiroup.com

### **Computer Troubleshooters Business Solutions**

*Computer Services*

Talash, Moe  
Sterling, Virginia  
Phone: 703-994-6335  
contact@ctmedit.com  
MEMBER

### **Foot Levelers Inc.**

*Custom Orthotics, 3D Foot Scan System, Cervical Pillows, Rehab Equipment*

Artrip, Stephanie  
Roanoke, Virginia  
Phone: 540-440-5410  
stephanie.artrip@footlevelers.com

### **HF Hill & Associates, Inc.**

*Chiropractic Tables, Laser, Electrotherapy*

Hill, Hugh  
Richmond, Virginia  
Phone: 804-337-5058  
hugh@hfhill.net  
MEMBER

### **Konopi Wellness**

*CBD Health & Wellness Oils & Topicals*

Murray, Chad  
Bristol, Virginia  
Phone: 276-245-6172  
chad@gokonopi.com  
MEMBER

### **Laser Biotech International Inc.**

*Therapeutic Lasers*

Marquina, DC, Nelson  
Richmond, Virginia  
Phone: 804-377-2234  
NMarquina@LaserBiotech.com  
MEMBER

### **Life University**

*Education*

Wallace, Darcie  
Marietta, Georgia  
Phone: 770-426-2674  
darcie.wallace@life.edu

### **NCMIC Insurance Company**

*Insurance*

Holt, Lori

Clive, Iowa  
Phone: 800-247-8043 x 4581  
lholt@ncmic.com

### **Proleve**

*CBD Products*

Martin, Barney  
Tampa, Florida  
Phone: 844-776-5383  
barney@proleve.com  
MEMBER

### **Quartermaster Tax Management Services**

*Proactive Tax Planning for Chiropractors*

Rasmussen, Don  
Concord, North Carolina  
Phone: 704-490-4111  
don@quartermastertax.com  
MEMBER

**Professionally Recognized by the UVCA**

### **SIDECAR**

*Chiropractic Business Solutions*

Lawler, Mandy  
Sioux Falls, South Dakota  
Phone: 877-727-2705  
mandy@sidecaredge.com

### **Standard Process/Mid-Atlantic Wellness Nutrition Inc.**

*Nutrition*

Hess, DCN, John  
Locust Grove, Virginia  
Phone: 804-370-8166  
nutradoc1950@gmail.com

### **Stirling Oils**

*Pure. Potent. Tested. CBD Products*

Kryszak, Joe  
Apex, North Carolina  
Phone: 619-922-2990  
joe@stirlingoils.com  
MEMBER

### **Student Loan Tutor**

*Consultation & Education Services for Self-Employed Borrowers*

Shapiro, Adam  
Salt Lake City, Utah  
Phone: 510-296-8747  
adam@studentloantutor.com  
MEMBER

### **TLC4Superteams**

*Consulting*

DePice, Anthony  
Willow Grove, Pennsylvania  
Phone: 215-657-1701  
anthony@tlc4superteams.com

Thanks also to the **American Chiropractic Association, Anabolic Laboratories** and **CRC Chiropractic Sales** for exhibiting!



## Premier Membership Update

### As of 10/28/2020

Marco Accordo, DC  
 E Briggs Allen, Jr, DC  
 Michael Amato, DC  
 Lee Bazzarone, DC  
 Anna Bender, DC  
 Robert Berube, DC  
 Walter Bogdan, DC  
 Jeffrey Bowers, DC  
 Shannon Breeding, DC  
 Suzanne Coffey, DC  
 Christopher Connolly, DC  
 Philip Connolly, DC  
 Camille D'Amato, DC  
 Gary Dennis, DC  
 Diane DeReu-Foley, DC  
 David Dolberg, DC  
 Sandra Elbaum, DC  
 Christine Fallwell, DC  
 William Todd Fisher, DC  
 Joseph Foley, DC  
 Christopher Frey, DC  
 Lincoln German, DC  
 Tess Graf, DC  
 Jay Greenstein, DC  
 Lawrence Griffith, Jr, DC  
 Mark Gutekunst, DC  
 Alicia Haupt, DC

Thomas Hennessey, DC  
 Hannibal Hervey, DC  
 Lisa Holland, DC  
 Duane Hudspath, DC  
 Mark Hundley, DC  
 Carmen Johanning, DC  
 Vincent Joseph, DC  
 Shawn Keegan, DC  
 Joseph Kennedy, DC  
 Elizabeth Koch, DC  
 Ronald Kulik, DC  
 Linda Larsen, DC  
 Edward Lauterbach, DC  
 Robert Leib, DC  
 Bryan Lowry, DC  
 Marc Lunenfeld, DC  
 Katrina Mah, DC  
 Kat Mayes, DC  
 Kimberly McCutchen, DC  
 James McLelland, DC  
 Bibhu Misra, DC  
 Roby T. Myers DC  
 Theresa Neiss, DC  
 Mathias Pastore, DC  
 Minesh Patel, DC  
 Christopher Perron, DC  
 Janice Piedmont, DC  
 Anne Pinto, DC

Robert Pinto, DC  
 Michael Pollock, DC  
 Richard Reinhold, DC  
 Brad Robinson, DC  
 William Roodman, DC  
 Nisha Saggarr-Patel, DC  
 Jean-Luc W. Sansfaute, DC  
 Joanne Schmit, DC  
 Matthew Schrier, DC  
 Andrew Shepherd, DC  
 Elizabeth Skorupa, DC  
 Lonnie Slone, DC  
 William Sonak, DC  
 Samuel Spillman, DC  
 Christine Stewart, DC  
 Roden Stewart, DC  
 Robert Stickle, DC  
 Lawrence Svihla, DC  
 Susan Sweeten, DC  
 Carly Swift, DC  
 Eric Terrell, DC  
 Robert Thoma, DC  
 Nguyen Tran, DC  
 Aaron Trochim, DC  
 Paul Tschetschot, DC  
 Chris Virusky, DC  
 Kevin Walsh, DC  
 William Ward, DC

Erika Warner, DC  
 Richard Wells, DC  
 Thomas Wetzen, DC  
 Joshua White, DC  
 M Scott White, DC  
 Daniel Whitenack, DC  
 Adam Wilding, DC  
 Casey Wille, DC  
 Howard Wilson, DC  
 Stephen Wolford, DC  
 Cally Womble, DC  
 Jeffrey Wynn, DC  
 JeYoung Yun, DC

### Save Money & Improve Cash Flow

Enjoy all the regular DC member benefits PLUS convention registrations for both the DC and a CA, discounts on selected seminars, special functions, office plaque and permanent badge to denote your increased participation, monthly dues option for easier cash flow, and more.



At ScripHessco we understand that purchasing a new piece of equipment is a large investment for your practice. Devin is committed to making those decisions easy for you. From virtual demonstrations to White Glove Delivery Service, Devin will be with you every step of the way!

**Contact Devin for a Quote on Equipment Today!!!**

**Devin Hapanovich**  
 Equipment Specialist

Phone: 800-507-3423  
 Email: [Dhapanovich@scripco.com](mailto:Dhapanovich@scripco.com)



**10% OFF**

**All Supplies**

Valid Through 12/31/2020

**Exclusive Discount**

**PROMO CODE: VCA10**

**Contact us today!!!**

Phone: 800-507-3415

Email: [SupplySales@scripco.com](mailto:SupplySales@scripco.com)

Online: [ScripHessco.com](http://ScripHessco.com)

\*\*May not be combined with other offers

## Welcome, New Members!

The Following Members Joined the UVCA Between 7/30/2020 & 10/28/2020

**Boley, DC, Glenn**  
Louisa Chiropractic Center  
Louisa, Virginia  
Phone: 540-967-2522  
drglenn@alum.mit.edu  
Member Type: Retired DC  
Acupuncture; Diversified

**Clowser, Cameron**  
Member Type: Student  
Sherman College of  
Chiropractic

**Cruz-Gonzalez, DC,  
Jean Carlos**  
Capitol Rehab of Annandale  
Annandale, Virginia  
Phone: 703-333-5022  
dr.jcruzgonzalez@gmail.com  
Member Type: 1st Year DC  
ART; Decompression;  
Diversified; Drop Techniques;  
Dry Needling; Extremity  
Adjusting; Flexion-Distraction  
- Cox; Full Spine; Gonstead;  
Graston; Instrument Adjusting;  
Kinesiotaping; Logan Basic;  
Motion Palpation

**Fisher, DC, Wm. Ryan**  
Chantilly Chiropractic Center  
Chantilly, Virginia  
Phone: 703-378-2698  
Drwmrfisher@gmail.com  
Member Type: 1st Year DC  
Decompression; Diversified;  
Drop Techniques, Thompson;  
Extremity Adjusting; Full  
Spine; Instrument Adjusting  
- Activator; Kinesiotaping;  
Motion Palpation; Palmer  
Package  
*Referred by: Wm. Todd  
Fisher, DC*

**McCleary, DC, Henry**  
Dr. Mac's Wellness & Weight  
Loss Center  
Woodbridge, Virginia  
Phone: 703-463-1619  
hmacws@gmail.com  
Member Type: 4th Year + DC  
Diversified; Drop Techniques;  
Extremity Adjusting; Full  
Spine; Instrument Adjusting  
- Activator; Low/Non Force  
Techniques; Motion Palpation;  
Myofascial Release; Soft  
Tissue; Upper Cervical, Toggle

**Morrow, DC, Nicholas**  
Chiropractic Concepts  
Fairfax, Virginia  
Phone: 703-766-0816  
drnic@fairfaxdisccenter.com  
Member Type: 4th Year + DC

**Ortega, DC, DIANM,  
MAEd, Mia**  
Sentara Therapy Center  
BelleHarbour  
Suffolk, Virginia  
Phone: 757-934-4653  
drmiaortega@gmail.com  
Member Type: 2nd Year DC  
ART; Acupuncture; Diversified;  
Extremity Adjusting; FAKTR-  
PM; Flexion-Distraction - Cox;  
Full Spine; Graston; Instrument  
Adjusting - Activator;  
Kinesiotaping; Low/Non Force  
Techniques; Motion Palpation;  
Soft Tissue

**Schnitzler, DC, Robert**  
Active Reload Chiropractic &  
Functional Rehab  
Catlett, Virginia  
Phone: 571-295-5843  
drschnitzler@  
activereloadchiro.com  
Member Type: 4th Year + DC  
Diversified; Drop Techniques,  
Thompson; Dry Needling;  
FAKTR-PM; Flexion-  
Distraction - Cox; Full Spine;  
Kinesiotaping; Motion  
Palpation; Soft Tissue  
*Referred by: Dr. Jay  
Greenstein*

**Smith, DC, Mark**  
Richmond Chiropractic  
Neurology  
Midlothian, Virginia  
Phone: 804-897-9194  
drsmith@rcn.health  
Member Type: 4th Year + DC  
Applied Kinesiology; Cold  
Laser; Diversified; Extremity  
Adjusting; Full Spine;  
Instrument Adjusting -  
Activator; Low/Non Force  
Techniques; Sacro Occipital  
Technique (SOT)

**Wulster, DC, Terry**  
Denville, New Jersey  
Phone: 973-625-2600  
terrywulster@gmail.com  
Member Type: Out of State DC

### New Supporting Suppliers

Support the companies  
that are investing their time and resources  
into serving your practice and your  
profession!



**KONOPI WELLNESS**  
**CBD Health & Wellness Oils & Topicals**  
**Chad Murray**  
Bristol, Virginia  
Phone: 276-245-6172  
chad@gokonopi.com  
www.gokonopi.com



**MXR IMAGING (MERRY XRAY)**  
**Diagnostics & Imaging;**  
**Equipment & Supplies; Software**  
**Brad Schardein, RT**  
Mentor, Ohio  
Phone: 804-217-2479  
Bradley.Schardein@mxrimaging.com  
www.mxrimaging.com

**Would an extra \$1000 come in handy?**



2020 Member Sponsors  
(10/28/2020)

Dr. Mike Amato  
Dr. Wm. Todd Fisher  
Dr. Jay Greenstein  
Dr. Alicia Haupt  
Dr. Carmen Johanning  
Dr. Brandon Lemuel  
Dr. Chris Perron  
Dr. Randy Short  
Mr. Moe Talash, Computer Troubleshooters

**CHIROCENTERS MANAGEMENT CORPORATION  
and  
CHIRO1SOURCE**

have teamed up to award \$100 for EACH new member sponsored to the member who sponsors the highest number of new members in 2020.

- Regardless of member type - even students!
- Up to \$1000!

Member referrals are as important to the UVCA as patient referrals are to your practice. SHARE the expertise, resources, support and camaraderie that UVCA membership provides – and the SUCCESS that follows. The chance to win some cash is icing on the cake.

It's easy to share! For benefits info. and forms, visit [www.virginia-chiropractic.org](http://www.virginia-chiropractic.org), go to Membership Recruitment and click on "Member Sponsorship" -- or call the UVCA.

The Unified  
**VCA**  
Virginia Chiropractic Association  
Promoting and Advancing Chiropractic

SPONSORED BY:

**CHIRO1SOURCE**

**CMC**  
Chirocenters Management Corporation

MEMBER-GET-A-MEMBER CAMPAIGN

**SHARE  
FOR SUCCESS**

## UVCA Classifieds

Updated 10/28/2020

**U**nified VCA DC Members may place a classified ad in The Virginia Voice & on VCA's website free of charge. Fee is \$50 for member vendors & \$88 for all non-members. Listing will remain on website for 3 months, + appear in at least 1 issue of VCA's newsletter & at least 1 broadcast email/fax to DCs throughout VA. Limit of 35 words may be imposed. For deadlines, display ad info. &/or to submit your listing, e-mail [admin@virginiachiropractic.org](mailto:admin@virginiachiropractic.org) for the advertising insertion order form.

### Sections:

- Events
- Coverage Needed
- Coverage
- Practice Wanted
- Non-DC Position Available
- DC Positions Available
- Practices
- Products & Services
- Space Available
- Equipment

Updated 10/23/2020, Listings from 7/01/2020.

### Events

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

### Coverage

Office Coverage & Associate Placement Statewide Since 1989. MMA Chiropractors, America's Chiropractic Employment Agency specializes in emergency, maternity, short, & long term coverage as well as Associate placement. Full & half-day coverage rates. Largest database of well qualified licensed & insured chiropractors. Free 90-minute orientation w/our cover doctor. Backups just in case. Call for a FREE quote 1-800-501-6111. [www.mmachiropractors.com](http://www.mmachiropractors.com). [listing#012321c]

Office/Vacation Coverage: Virginia State-wide Dr. Ryan Stilson has 22 years of experience in multiple

techniques + rehab/PT/laser/ decompression & extremities. Also certified in Dry Needling. Friendly, positive, great bed-side manner, & professional demeanor. NCMIC insured. Multiple references available from VA DCs. Email: [Drstilson2012@gmail.com](mailto:Drstilson2012@gmail.com). Cell: (703) 270-4650. Thank you!

Friday & Saturday Relief DC: Keep your office running even over your 3-day weekends! I follow your protocols. Variety of techniques. Family care since 1981. Evanston Ins Co insured; TLC-coached. Negotiable rates. Call or text Michael Pollock, DC at 804-928-6900 (cell).

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

Is peace of mind, keeping your office

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

### Non-DC Position Available

LOOKING FOR P/T LICENSED MASSAGE THERAPIST! Start immediate. Seeking dynamic & experienced licensed MT to work in 2-doctor practice. Workdays are M/W/F & occasional Saturday mornings but based on your flexibility as well. Increased demand for massages as office hours have increased. Wonderful teamwork environment. Please fax resume (703-538-6675) or email to [gfccc1@yahoo.com](mailto:gfccc1@yahoo.com) to arrange interview & discuss salary based on experience. Ask for Alba.

*Continued on page 22*

**Computer Troubleshooters | [www.ctmedit.com](http://www.ctmedit.com) | 703-820-6972 | [contact@ctmedit.com](mailto:contact@ctmedit.com)**

# BLACK FRIDAY DEALS

**OFFER #1**



FREE LogMeIn Pro License for 1 Full Year with signup of FREE network evaluation.

**OFFER #2**



Entire month of December absolutely FREE when you sign up Managed IT Services

**OFFER #3**



FREE Remote IT support for 1 incident up to 1 hour. (Limited to first 5 clients)

*Black Friday offers available now. Cannot be combined with other offers. New customers only. Expires 2020*

## DC Position Available

Looking for full time or part time chiropractor to work as an independent contractor in Hampton Roads. Philosophy based cash practice. Contact Dr. Tom at 757-404-7643 or tcvinick@gmail.com. [listing#012321b]

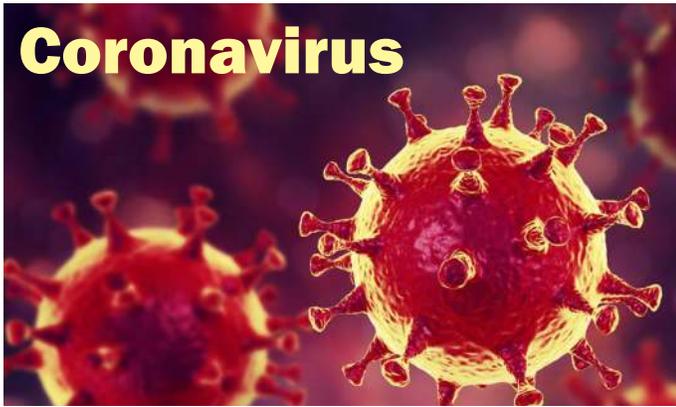
Midlothian/Richmond - Looking for full-time associate chiropractor for rehab based clinic - goal oriented & driven. Certification in soft tissue (ART, Graston), & functional assessment (SFMA) a huge plus. Fast paced environment w/streamlined systems so you can focus on patient care. Base salary plus. Come join the movement! Resumes can be emailed to rgreen@activechiropractic.com. [listing#010921c]

Seeking Independent Contractor to share office space with in Oakton VA. Open for room rental or 1099 agreement with the current practice. Our location is ideal for health professionals, families & nestled in a retail & commercial hub right off of I-66. Submit your resume today & let us know what you are looking for. Send resumes to blueskyhealthandwellness@gmail.com or fax to 703-310-4878. [listing#010921b]

Full time associate needed - Trochim Family Chiropractic. Thriving, high-energy, high-volume office. Advancement opportunity & bonus structure. Competitive compensation, benefits, & relocation assistance. Quick interview process. In Southwest Virginia. aaron.trochim@gmail.com 540-420-8560. [listing#010721a]

Busy Washington DC practice is looking for an Associate DC. Good salary and benefits for a healthy, enthusiastic and principled Chiropractor. Excellent bonus plan. We will mentor you on how to run a successful family practice. Email resume to tconnellydc@gmail.com. [listing#010621a]

Growing multidisciplinary practice seeks Chiropractic Associate w/ superior adjusting skills, clear communication skills, good sense of humor, & ability to work with a team of health professionals to improve patient outcomes. Advanced Wellness Centre offers chiropractic, massage,



# Coronavirus

## MEMBER UPDATE



### Answers to Your COVID Exposure Questions

Dear UVCA Member:

We have recently received a number of questions regarding how to handle various exposure scenarios.

To better address your questions, UVCA Consultant Becky Walter, MCS-P and Dr. Benjamin Bowman have worked together to update the information we have on the website for you. Go to the UVCA website, click on the COVID banner at the top, then click on "Emergency Temporary Standard (ETS)" at the top of that landing page. It will take you to comprehensive protocols and forms.

& exercise therapy. Please reply w/ CV or resume to awc.resumes@gmail.com. Come join our team & make a difference! [listing#010221a]

Looking for an associate in Norfolk for a 30+ yr old practice. Candidate should have the desire for clinical excellence, integrity & working with MD's. Diversified, activator & rehab focus. Well diversified mix of patients. Great starting salary & benefits. Send CV to sniblo@norfolkchiropracticcenter.com. [listing#122520a]

Baltimore Area: Seeking energetic goal oriented chiropractor to help us empower others to live healthier lives. You'll learn the Pierce technique including rare state-of-the-art technology. Be part of a great team while you excel in patient care & run an exceptionally successful practice. We are focused on principle chiropractic & holistic Health. Good base, excellent bonus, paid vacation, practice management seminars. Contact Dr Roeder, 410-627-0621, chirojamie@comcast.net. [listing#122120c]

Well-established insurance-free practice in Arlington is seeking a Rock Star licensed DC for hands-on, modality-free, results driven practice. Must have impressive technical toolbox, patient management skills, a humble demeanor, & an amenable,

compassionate personality. Prenatal & Pediatric experience a plus. Generous compensation & benefits package for the right person. Please apply w/resume & cover letter to chrysanthi168@gmail.com. Job Type: Full-time. [listing#122120b]

Norfolk 30+ yr practice. Dr. looking to retire. Subluxation-centered, family and wellness practice. Great opportunity to set you up for long-term success & eventual take-over. Competitive salary. Email: Drbrad@WardsCornerDC.com. [listing#122120a]

Chiropractor for integrative practice in Arlington. PT or Possible FT. Ideal candidate will be natural leader, excellent adjuster, thrives in team environment, empathetic, willing to learn, confident in clinical skills, excellent communication skills & ultimately does what's necessary to get the job done. Must be eligible for immediate licensure in VA. Competitive salary w/bonus & potential for practice equity, health insurance. www.advhealthctr.com/please email Drlou@advhealthctr.com, (703)521-0644. [listing#121720a]

Established practice in ALEXANDRIA seeking full time Associate. The ideal candidate will be confident & professional, a skilled adjuster, work well w/others, with solid communication

skills. 23 yr old practice w/highly regarded reputation. Federal "bubble" location offers stability. Competitive salary, bonus & receivable percentage, health, disability & malpractice insurance, 401K, potential for future partnership. Please send resume/ CV to c.leavitt4488@gmail.com. [listing#121620a]

Accordo Chiropractic is a fast growing, high-volume practice centered around patient education & living a Wellness lifestyle. We are looking for a passionate doctor who is teachable, mission-driven, & hard working. We are the premier chiropractic facility for the Hampton Roads Crossfit community. If you are looking for a life-changing career leading a team of all stars, please contact us at patientcare@accordochiropractic.com. [listing#120920a]

Super successful, established integrated practice in Fairfax City, with a steady stream of high retention, new & existing patients is looking for a dynamic chiropractor to join our team. Clinic focus is on educating patients on the value of pain relief, corrective & maintenance care. Competitive salary, plus benefits. Email DrNic@FairfaxDiscCenter.com for an interview. Hiring NOW! [listing#120320b]

## Anthem Fee Schedule & Contract Provisions

Many members have asked if Anthem has updated their fee schedules. It seems that some, but not all, of the fee schedules have been adjusted. The CMT codes now appear to have different fees according to their actual value. For example:

Code	Modifier	Par/PPO/HP N 01 Office	Par/PPO/HP N 01 Facility
98940		\$28.30	\$22.64
98941		\$40.68	\$34.66
98942		\$53.06	\$47.04

And the following may be helpful for those of you having difficulty accessing the information in Availity. If you haven't previously enrolled through Availity to receive this information, it appears you will have to do so to see this document. It also seems as though the information on Availity as to how to enroll with Anthem's information may be a bit confusing in some circumstances, so here are the most recent provider network contacts.

**To continue your current network participation, no action is required on your part.** This amendment automatically becomes effective **October 1, 2020**, unless you supply Anthem with written notice of your intent to terminate the applicable provider agreement(s) within 40 calendar days of the postmark date of the amendment notification letter. However, any time after the 40-calendar day period expires, you may terminate your agreement with a 120-day written notice of termination.

If you have questions about the amendment package, please call your Anthem network manager at the number listed below.

- Central Region – (804) 354-4126
- Eastern Region – (757) 326-5158
- Northern Region- (804) 354-4441
- Western Region – (540) 853-5077
- Ancillary Providers – (804) 354-2338

We look forward to your continued participation in our networks.

Sincerely,



Andrew A. Randazzo  
Regional Vice President, Provider Solutions

Becky  
Rebecca Walter, MCS-P, CCA  
UVCA Member Servicing Specialist  
Roanoke, VA  
540-797-6639  
Becwalter57@hotmail.com

*Continued from page 22*

Associate Wanted/ Hampton Roads: Live, love life by the sea! Well established award winning DC/ PT looking for an associate in the Hampton Roads area. Outstanding salary and bonus! No marketing, just adjusting and learning. New grads welcome! Please call or text Dr. Schaier for more info at 757 641-0991. [listing#120320a]

The National Neuropathy is seeking a full time Chiropractor to perform exams, take & read X-rays, manage staff & make clinical decisions.

Great pay & paid time off. DC must be interested in learning new skills & working in a medical environment while maintaining the philosophy of holistic health. Send CV to serle@IRMedicalCenter.com. [listing#112620a]

Associate Chiropractor for integrative practice in Roanoke. Ideal candidate will be a natural leader, excellent adjuster, thrives in a team environment, empathetic, willing to learn, confident in clinical skills, excellent communication skills & ultimately does what's necessary to

get the job done. Must be eligible for immediate licensure in Virginia. Competitive salary w/bonus & potential for practice equity, health insurance, & IRA Match. Contact Jennifer@Balanceroanoke.com. [listing#111820c]

Associate needed. No marketing. Just adjust! Traditional chiro care including babies & pregals, lots of chronic knee pain & peripheral neuropathy. I'll pay for all seminars needed to get you up to speed. I just need a great set of hands with a positive outlook on life. Charlottesville is a great place to live. \$48,000 -

60,000 + very competitive bonus & excellent benefits. drbrianprax@chroniccarecharlottesville.com. [listing#111820b]

Busy Washington DC practice is looking for an Associate DC. Good salary & benefits for a healthy, enthusiastic & principled Chiropractor. Excellent bonus plan. We will mentor you on how to run a successful family practice. Email resume to tconnellydc@gmail.com. [listing#111820a]

Associate Doctor Midlothian - Amazing opportunity to join an established practice, focused on health, wellness & families. Looking for a passionate doctor who can effectively explain the importance of chiropractic. Will train & help w/success. Adjusting skills: for spine & extremities, w/interest in rehab, soft tissue techniques a plus. Competitive compensation w/bonuses & benefits, where doctors work partial day. Send CV to chirocandidate@gmail.com. [listing#111020a]

WOODBIDGE - FT or PT associate position available. Diversified practice w/emphasis on rehabilitation. Background in exercise, rehab, ART, Graston, dry needling beneficial. Must be hard working, diligent & passionate about helping people. Competitive pay w/benefits (paid vacation, health, dental, vision, matching 401K). No weekends. Submit resume to wssrehab@yahoo.com. [listing#110520a]

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

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

*Continued on page 24*



## Are You Missing Out on Benefits?

VERY few UVCA member doctors -- let alone their staff members -- are fully aware of the benefits of membership and how to access them. We suggest you get your member log-in, go to [www.virginiachiropractic.org](http://www.virginiachiropractic.org), and do a little discovery-surfing! Questions? Want to brainstorm how we can help with your unique practice needs? Call the UVCA at 540-932-3100.

Continued from page 23

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

Dedicated & career minded associate is needed for our education based, family centered practice. Located in beautiful & historic Olde Towne Portsmouth. We provide training, opportunities for advancement, bonuses, & more. Email [dr.ashleydc@gmail.com](mailto:dr.ashleydc@gmail.com) or call 757-399-4700. [listing#100920a]

Expanding practice w/10+ locations. Current opportunities are in Ashburn, Arlington, & Alexandria for an Independent Contractor or Associate w/competitive pay, percent, & benefits. Collaborate with a group of 16 other Chiro's, PT's & acupuncturists as needed. The flexibility, options &

opportunities are limitless. Let's talk. [admin@mybwdoc.com](mailto:admin@mybwdoc.com). [listing#100720a]

Holistic Rural Practice near RVA Seeks Associate to Join Family Like Team. Right person has sense of humor, strong people skills; extremity adjusting & nutrition preferred. Love what you do & treat patients like more than a spine. Competitive Salary, Bonus, Benefits (health ins., vacation/personal days, etc). Please send your resume to [RuralChiroVA@gmail.com](mailto:RuralChiroVA@gmail.com). [listing#100620a]

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

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

## Practices

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

Hampton Roads Practice for Sale. Located in Portsmouth. 20 mins from Virginia Beach. Great location in a nice strip center w/rent of \$500/mo. Asking \$5,000. Financing is available. Will consider share-space option instead of purchased if desired. Call or Text: 757-754-4840. [listing#111020b]

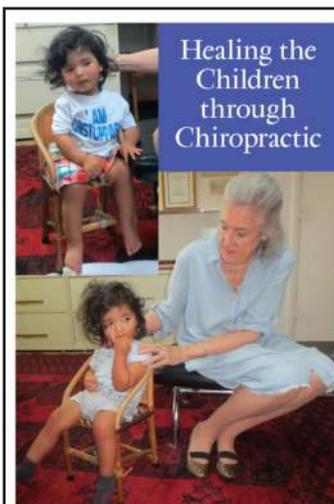
Well-established, mostly CASH chiropractic practice for sale in Williamsburg, VA. Affordable practice incorporating chiropractic, acupuncture, cold laser that steadily collects an average of > \$250k+ per yr. Seller willing to stay for smooth transition. Possible to purchase both business & building. Financing is in place to potentially purchase this practice with as little as \$15,000 down! For more info, see <https://www.strategicdc.com/20701> or email [info@strategicdc.com](mailto:info@strategicdc.com). [listing#102220b]

## Products & Services

Ariya Chiropractic Group is continuing to expand in the Greater Richmond & surrounding areas through practice partnerships. Clinic owners/operators retain 100% ownership but also get the benefits of partnering w/our large group. We help you with the business of chiropractic, staff training/education, documentation, compliance, to see a full list of services- check us out on Facebook. For more info/questions call 804-526-7125 or email [ariyachiropractic@yahoo.com](mailto:ariyachiropractic@yahoo.com). [listing#102120a]

## Space Available

Space Available: Turnkey office for lease/condo purchase CLOSE to Dulles Airport. Office remains open during doctor's gradual retirement. Call the office (703-481-9698) or call or text Dr Cypher's cell (703-431-9542) for details. [listing#112420a]



Healing the Children through Chiropractic

60<sup>TH</sup>  
ANNIVERSARY

children's  
Chiropractic  
center  
OKLAHAVEN

4500 N. Meridian  
Oklahoma City, OK 73112

[chiropractic4kids.com](http://chiropractic4kids.com)

## Equipment

Amrex MS324A low volt - works great \$900. 2 moist electric heating pads 440 each, Heavy duty medical cart \$40. Located in Virginia Beach. Email: vanellachiro@gmail.com. [listing#012321a]

Used electrostim, ultrasound & hydrocollator in Fairfax: See ads on Craigslist Richmar e-stim/ultrasound combo unit: <https://washingtondc.craigslist.org/nva/hab/d/chantilly-ultrasound-electrostim-combo/7211181588.html> chattanooga hydrocollator: <https://washingtondc.craigslist.org/nva/hab/d/chantilly-stationary-4-pack/7211208458.html> Contact Kevin Ward 814-571-0027, [kpw@wardchiroandrehab.com](mailto:kpw@wardchiroandrehab.com). [listing@011221b]

Used HI-Lo Adjusting table w/modified top for Activator Methods in excellent condition w/new motor. Dark Maroon. Electric powered standing to flat tabletop, W 27.5" L 6'3" H 34", 36" Face cut-out, Wedge-shaped foot section, Standing foot board, Paper shelf, & grey thermo-plastic base cover \$2,250. Also available, Posters. Desk chairs, Desks, File cabinets, etc. Roanoke area. Must pick up. Email for pics [dpagllc@gmail.com](mailto:dpagllc@gmail.com). [listing#123020a]

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

25+ yrs' experience; Brenda Cassell, CRC Chiropractic Sales; tables, modalities, laser, DTS & X-ray; most trade-in tables welcome; email [cassellbrenda@yahoo.com](mailto:cassellbrenda@yahoo.com) or call 804-436-3064. [listing#101420a]

Fuji digital X-ray processor in great condition. \$750 or best offer. Woodbridge VA. Please text Dr Cassou at 703-626-8727 if interested. [listing#100820a]

## Need CEUs?

**Enjoy over 20 type 1 CEUs for \$14.30 per credit hour!  
Available online and on-demand until December 15<sup>th</sup>.**



UVCA Virtual Fall Convention 2020

## PROGRAM

Online/On-Demand Available Oct. 17 – Dec. 15

- Recordings of Oct. live broadcasts, for those who didn't attend or wish to review
- Additional content for DCs and office staff

### ONLINE/ON-DEMAND CONTENT

Keynote "Progress in Neuroscience: A Chiropractor's Dream" by Dr. Heidi Haavik (DCs & CAs)	1 Type 1 CEU
"The Comprehensive Management of Inflammation with Combined Nutritional & Neurofunctional Modulation" by Dr. Scott Banks (DCs)	3 Type 1 CEUs
"Be Ready for 2021! New Evaluation & Management Guidelines" by Dr. Mario Fucinari (DCs & CAs)	2 Type 1 CEUs
"Evidence-Based Chiropractic Practice Rocks!" by Drs. Heidi Haavik & Monika Buerger (DCs)	5 Type 1 CEUs
"Don't Be Blind to the Numbers: C-19 & its Effects on Your Practice" by Drs. Dean & Jen DePice (DCs & CAs)	0.5 Type 1 CEU
"Mastering the Lower Extremity & Spine the Wong Way" by Dr. Kevin Wong (DCs)	3 Type 1 CEUs
"Profession Updates" by Dr. Michelle Rose (DCs & CAs)	0.5 Type 2 CEU
"Science-Based Rehab: How the Evidence Leads Us" by Dr. Michael Ray (DCs)	2 Type 1 CEUs
"Ethics & Risk Management" by Dr. Stu Hoffman (DCs & CAs)	3 Type 1 CEUs
"Mastering the Rotator Cuff" by Dr. Brandon Steele (DCs)	4 Type 1 CEUs
"Financial Strength in the Time of COVID" by Experts in Their Field (DCs & CAs)	2 Type 2 CEUs
Chapter 1: "Collections, A/R Strategies" by Bill Hopkinson, CBC Inc. & VCS Inc. Followed by "The Latest Student Loan Strategies" by Tony Ferra, Student Loan Tutor	
Chapter 2: "Safe, Legal Fee Discounting" by Dr. Ray Foxworth, ChiroHealthUSA Followed by "Tax Strategies, CARES Act" by Don Rasmussen, Quartermaster Tax Mgmt. Svcs.	

## Plus!

- **7 more hours specifically designed for office staff, in addition to joint DC/CA classes listed above.**
- **Exhibits showcasing the products & services you need now.**
- **Prize raffles, games, & opportunities to engage.**

DC members may place a classified ad in The Virginia Voice and on UVCA's website free of charge. Fee is \$50 for member vendors and \$88 for all non-members. Listing will remain on website for 3 months, plus appear in at least 1 issue of newsletter, broadcast email/fax to members and non-members, and promotion of link to classifieds on VCA doctalk. Individuals may not post classified listings to the list-serve. Limit of 35 words may be imposed. For deadlines, display ad info. or to submit your listing, e-mail [jconnolly@virginiachiropractic.org](mailto:jconnolly@virginiachiropractic.org).

## Unified VCA Education & Events

**THROUGH DECEMBER 15!**

### FALL CONVENTION - All Online/On-Demand

- **Keynote: Progress in Neuroscience – A Chiropractors Dream:** HEIDI HAAVIK, DC, PHD (Sponsored by NCMIC)
- **New E/M Guidelines for 2021:** MARIO FUCINARI, DC, APMP, CPCO (Sponsored by NCMIC)
- **Evidence-Based Chiropractic Practice Rocks!:** HEIDI HAAVIK, DC, PHD & MONIKA BUERGER, BA, DC (Haavik Sponsored by Quartermaster Tax Management Services; Buerger Sponsored by ChiroSecure)
- **Mastering the Lower Extremities & Spine:** KEVIN WONG, DC (Sponsored by Foot Levelers)
- **Management of Inflammation with Combined Nutritional & Neurofunctional Modulation:** SCOTT BANKS, DC, MS (Sponsored by Standard Process/Mid-Atlantic Wellness Nutrition, Inc.)
- **The Ethics of Informed Consent: Addressing the Elephant in the Room:** STU HOFFMAN, DC (Sponsored by ChiroSecure)
- **Financial Strength in the Time of COVID Featuring:**
  - **Student Loan Strategies:** Tony Ferra, Student Loan Tutors
  - **Tax Strategies & CARES Act Factors:** Don Rassmussen, Quartermaster Tax Management Services
  - **Effective Collections & Accounts Receivable Strategies:** Bill Hopkinson, CBC Inc. & VCS
  - **Safe & Legal Discounting:** Ray Foxworth, DC, FICC, MCS-P, ChiroHealthUSA
- **Science-Based Rehab - How the Evidence Leads Us:** MICHAEL RAY, DC
- **Don't Be Blind to the Numbers: C-19 & its Effects on Your Practice:** DEAN & JEN DEPICE, DC (Sponsored by TLC4Superteams)
- **Mastering the Rotator Cuff:** BRANDON STEELE, DC, DACO (Sponsored by ChiroUp)
- **Additional Far-Reaching Staff Training:**
  - **(1) 5 Easy Steps to a More Efficient Practice, (2) Using Technology to Improve Outcomes Through Patient Engagement:** KRISTI HUDSON, CPCO (Sponsored by ChiroHealthUSA)
  - **(1) “Hello’s” That Last a Lifetime, (2) Exam Excellence for Total Connection:** DEAN DEPICE, DC (Sponsored by TLC4Superteams)
  - **(1) Manage Widgets, Lead People, (2) Contagious Growth - It's an Inside-Out Job, (3) The “Most Right” Actions Taken Consistently. (4) Living in the Danger Zone - Assessing Your Heart Attack Risk Factors;** ASHLEY GENTHNER, DC; STEPHEN GENTHNER, DC (Sponsored by TLC4Superteams)

**23 Type 1 CEUs for DCs; 15 Hours for CAs!**

### RAD TECH TRAINING PROGRAM - Face-to-Face + Online/On-Demand

Available Now: Online Portion by Steven Gould, DC, DACBR  
November 7-8: In-Person Weekend 1 of 2 by Rich Reinhold, DC  
November 21-22: In-Person Weekend 2 of 2 by Rich Reinhold, DC  
Face-to-Face in Richmond, Virginia

**SOLD OUT -- WORKING ON REPEATING IN SPRING 2021 -- REGISTER FOR NO-OBLIGATION WAITING LIST ON WEB CALENDAR**

### CHIROPRACTIC IN A POST-PANDEMIC WORLD - 3-Part Webinar Series

Evenings, 7:30-9:30 p.m.

1. **November 4: Public Health & Chiropractic: Understanding & Coping with the Coronavirus (COVID19)** by Virginia Schafer, MD, DC, MBA
2. **November 11: Clinical Risk Management & COVID19** by James Demetrious, DC, FACO
3. **November 18: Optimal Health & Immunity: A Natural Perspective for a Novel Time** by Robert G. Silverman, DC, DACBN, DCBCN

### DRY NEEDLING TECHNIQUE - Face-to-Face

December 7-8  
David Fishkin, DC, The Dry Needling Institute  
Rockville, Maryland

### MORE

From UVCA Supporting Supplier Members

- Insight Imaging
- Laser Biotech International
- More

**VISIT WEB CALENDAR**

## The Virginia Voice

Fall 2020

The Virginia Voice is the quarterly newsletter of the Virginia Chiropractic Association, dba Unified VCA, PO Box 15, Afton, VA 22920, [virginiachiropractic.org](http://virginiachiropractic.org).

Editor: Julie K. Connolly, Executive Director.

Editorial Committee: Scott Banks, DC; Chris Perron, DC; Michelle Rose, DC.

Advertising: 540-932-3100.

Subscriptions: A subscription is a benefit of membership. Back issues are archived on the association's website.

Editorial Policy: Articles published in The Virginia Voice are screened by the Editorial Committee. However, neither the Unified VCA nor its officers or staff investigate, endorse, or approve any statements of fact or opinion, which are solely the responsibility of the authors/sources of information. They are published on the authority of the writer(s) over whose name they appear and are not to be regarded as expressing the views of the VCA. Articles accepted for publication are subject to editing.

Advertising Policy: Acceptance and publication of an ad in The Virginia Voice does not imply endorsement or approval of the company, product, or service. It is recommended that readers use due diligence and/or consult with their state chiropractic licensing board for further information on the use of advertised products or services.

### Dues & Taxes

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

**For details, updates, pricing & to register, go to [www.virginiachiropractic.org](http://www.virginiachiropractic.org) & click on Calendar. Supplier Member event listings, too!**