

# **The Virginia Voice**

#### **SPRING 2022**

## **President's Message**

#### Hello UVCA Members!

Please join us at the Omni Homestead May 13-15 for our Spring Convention. If you have never been, it is one of the best places to come and learn with your colleagues, as well as to bring your family to enjoy all that the resort has to offer. We can't wait to see everyone now that life has returned more to normal.



This is not your ordinary CE event.

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- Even if you don't need credits or training, the Omni Homestead
  is the perfect place to celebrate coming back together. It's
  unlike any other venue and offers something for everyone –
  from hiking, biking, and zip-lining for the more adventurous to
  spring-fed pools, a top notch spa, and high tea for those who
  are more focused on relaxing.
- Special touches like free morning yoga classes and the silent auction take this meeting to a higher level than you get from typical in-person and online classes.

And the best part? All the fun and camaraderie you will enjoy. See

you there!

Dr. Michelle Rose UVCA President

## **Supporting Supplier News & Tips**

ChiroHealthUSA Hiring is tough in the best of circumstances, but especially now. ChiroHealthUSA provides some insights and tips in this issue's article entitled "Hiring Challenges During a Labor Shortage."



ChiroUp has released a new free webinar ondemand that covers the relationship between cervical manipulation and cervical arterial dissection. It provides an in-depth look at the

etiology, assessment, and recognition of cervical arterial dissection, plus a synopsis of the abundant data confirming that correlation does not imply causation. Go to https://register.gotowebinar.com/register/3783497997962821647.



Computer Troubleshooters reminds UVCA members that providing security awareness training for your staff is as vital as your

investment in cybersecurity solutions itself.

For new supporting supplier members, see page 13.

# **Packed Inside This Issue!**

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#### **New UVCA Website & Database!**

#### **Update Your Log-In**

Watch for an email from admin@virginiachiropractic.org on or about April 22<sup>nd</sup> that tells you how to update your log-in. With your new log-in, you'll be able to:

- Access expanded members-only tools and resources in the improved VCA Vault.
- Manage your personal profile (contact information, dues payment preferences, registrations, etc.).
- Post your classified listings yourself.
- Reach out to your colleagues.
- Much more.



Set up is easy and will provide:

- information and resources that are easier to navigate,
- · expanded and updated practice success tools,
- convenient mechanisms for updating your personal profile, preferences, and much more.

The first couple of days will be a learning curve for ALL of us. Contact us if you have any questions whatsoever -- and rest assured that if it takes a bit longer for us to respond than usual, it will be temporary.

## **Spring Convention Excitement Grows**



See pages 19-25 for the complete schedule, session descriptions, and speaker bios for both DC and CA classes.

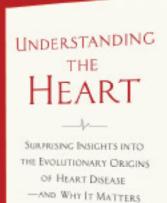
> Lodging Options: See page 25.

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# Tremors: Identification & Patient Management

By James A. Munse, DC, DACNB, MPA



A tremor is defined as an unintentional and uncontrollable rhythmic movement of one part or one limb of the body. This article will provide an overview of common tremor types as well as include clinical insight to the development of these tremors. This information should prove helpful in the identification of specific tremors as well as serving as a guide for patient education, patient management, and the overall progression of the condition.

Tremors are relatively common and it's likely that you encounter patients exhibiting a tremor on a daily or weekly basis. Tremors are defined as a "hyperkinetic" movement disorder, which means that unnecessary, repetitive, and unwanted movement occurs. This often involves areas of the brain concerned with the production of movement, such as the basal ganglia, cerebellum, and frontal cortex. However, dysfunction, imbalances, and/or lesions within the brainstem, spinal cord, and peripheral nerves can also contribute to the development of hyperkinetic disorders. It should be noted that this article will not include an expansive description of the pathophysiology involved for each tremor type – but rather denote their key features and clinical attributes to aid in patient care and understanding.

The first thing to consider when evaluating a tremor is whether it (a) occurs at rest, (b) occurs with action, or (c) is present both

at rest and during movements. If the tremor occurs during both rest and action, then it is typically not due to a neurological deficit but instead is known as a "physiological" tremor. Physiological tremors are often caused by excitatory chemical mediators such as adrenaline, drugs, medication withdrawal, hypoglycemia, or excess thyroid hormones. These tremors exist at a high frequency with a low amplitude, which means that the tremor produces subtle movement at a fast pace (like the quick shaking of a finger). Understanding and diagnosing this tremor often eliminates considerable stress on behalf of the patient, as they are typically very anxious and concerned about its presence. Conducting laboratory tests and implementing lifestyle modifications is an effective route for treatment.

A "resting" tremor occurs when the affected body part is completely supported against gravity, such as hands resting in one's lap. These tremors also have a reemerging patten in which the tremor diminishes with movement but then returns once movement stops. Resting tremors fitting this pattern are associated with disease of the dopaminergic centers of the basal ganglia and are involved with parkinsonism (which includes primary parkinsonism, secondary parkinsonism, and atypical parkinsonism - such as supranuclear palsy, multiple systems atrophy, and corticobasilar degeneration). It should be noted that this form of resting tremor commonly exists in the presence of additional exam findings such as rigidity. stiffness, decreased arm swing during gait, a masked-face, and a shuffling gait. The combination of these findings further supports the aforementioned differential diagnoses. If these findings and/or diagnoses are present - then co-management with other medical practitioners is necessary. The implementation of a holistic approach (in addition to medication) has been shown to improve quality of care and overall effectiveness; this includes the implementation of physical exercise, dietary modifications, increased antioxidant intake, neurological and cognitive exercises, and supplementation with nutritional compounds to support specific neurotransmitter function (and thus improve the efficiency of their medication).

Action tremors – or those that occur with movement – are often divided into intention, kinetic, essential, postural, isometric, or taskspecific tremors. "Intention" tremors are the most common form of action tremors and are associated with disease and/or dysfunction in the cerebellum. In the initial stages, an intention tremor presents as a "termination" tremor at the end-stage of movement, such as the finger-to-nose test (you will notice shakiness when their finger closely approaches their nose). It should be noted that this is usually more pronounced on one side (for example - the left arm is worse than the right) - however, the intention tremor can occur bilaterally (just one side is typically more involved). The intention tremor then progresses to a "kinetic" tremor, which is noticeable during the entire range of movement (and not just at the end of specific, targeting movements). As degeneration of the cerebellum continues, the patient often displays a truncal or head tremor with accompanying cerebellar clinical findings such as ataxia. dysarthria, and a lack of coordination. This form of progression is often due to a cerebellar stroke, injury to the cerebellum, or cerebellar degeneration/atrophy. Understanding the extent of the patient's condition provides an opportunity to educate the patient about their prognosis and create realistic expectations - as well as implement dietary, nutritional, and lifestyle modifications to support and maintain as much neuronal function as possible.

"Essential" tremors are due to a genetic disease involving the cerebellum. This tremor will usually start in one limb but then becomes bilateral. It then progresses to involve the head and voice, which is similar to the kinetic tremor mentioned above. However, key features of the essential tremor to aid in its diagnosis include a family history of the tremor as well as a lessening of the tremor with the ingestion of alcohol.

Continued on page 5



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#### Continued from page 3

"Postural" (also known as "orthostatic") tremors, "isometric" tremors, and "task-specific" tremors are other examples of action tremors. They also involve the cerebellum and its integration with the brainstem, basal ganglia, and frontal cortex. As you would expect



based upon their names, these tremors arise only when specific postures, movements, and positions are maintained. These are often caused by stroke, toxicity, tumor formation, demyelination, and trauma.

Less common forms of tremor include psychogenic tremor and a wing beating tremor. "Psychogenic" tremors typically present with a mixed pattern of action, resting, and postural tremors that have an abrupt onset. A key feature in its diagnosis is a change in the tremor when the patient is distracted. The prognosis is typically poor and the patient responds best to psychiatric and psychological care. A "wing beating" tremor involves the proximal muscles of the shoulder as opposed to the distal muscles of the hand (like the tremors of parkinsonism or cerebellar demise). Wing beating tremors are due to damage of the midbrain (stroke, demyelination, or injury) or Wilson's disease (genetic disorder that leads to copper toxicity). As mentioned above – having a general understanding of these tremor types enhances quality of care by ensuring that these patients receive an appropriate and well-rounded approach to their condition.

The discussion above is in no means an exhaustive list of tremor types. However, it is my hope that this information provides you with confidence to effectively identify and manage patients with tremors appropriately. Many of these patients need advanced diagnostic imaging and/or lab work to confirm diagnosis – while others do not. And of course – co-management with other providers is often necessary. A special thanks to the Functional Neurology Seminars program with Dr. Brandon Brock and Dr. Datis Kharrazian – the information above is derived from their lectures.



James A. Munse, DC, DACNB, MA of Chantilly Chiropractic Center in Chantilly, VA is a Diplomate of the American Chiropractic Neurology Board 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 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.

#### **OBITUARY**

#### George "Mac" McClelland, DC

May 13, 1943 - March 26, 2022



Dr. McClelland receives UVCA's Lifetime Achievement Award at the association's Fall 2012 Convention in Williamsburg.

George "Mac" Brown McClelland, 78, of Blacksburg, VA passed away on Saturday, March 26 in Stuart, FL. Mac is survived by his wife, Susan (Absher), and his two sons, Todd (Erica) and Brett, along with his granddaughter, Olivia Grace.

Mac was loved and respected by many people, from his multitude of friends to his patients to his chiropractic colleagues. He attended middle and high school in Radford, VA and was quite the athlete, lettering in football, basketball, and track. He later competed on Davidson College's golf team.

After Davidson, Mac earned his Chiropractic degree at National College of

Chiropractic, then headed to Vietnam to serve his country (U.S. Army, Infantry; Captain). Upon his return he went into practice with his father and continued the practice until 2010.

Mac was deeply involved in his profession, serving in many organizations in the U.S. and beyond and achieving the highest office in each one, including President of the Virginia Chiropractic Association and Chairman of the Board of the American Chiropractic Association. He was heavily involved in chiropractic research and the ACA's "Researcher of the Year" award was renamed the "George B. McClelland Researcher of the Year" award in 2005. Due to his exemplary service in so many ways, his name was read into the United States' Congressional Record.

Mac was heavily involved in the community, as well. He was President of the Montgomery County Chamber of Commerce and Blacksburg Country Club (BCC), among other organizations. He enjoyed socializing and military history, but his favorite pastime was golf and anything golf related. He was an outstanding golfer, and was known as such throughout the area, winning many tournaments including several BCC championships and the Greater Blacksburg Open.

A Celebration of Life for this remarkable man will be held sometime in the summer of 2022. In lieu of flowers, memorial contributions may be made to Blacksburg Battles Cancer, which raises funds for cancer focused non-profit organizations serving the local community (c/o 1064 Clubhouse Drive, Blacksburg VA 24060 or https://www.blacksburgbattlescancer.org/donate) and/or the NCMIC Foundation, dedicated to funding chiropractic research and education (https://www.ncmicfoundation.org/how-to-give/).



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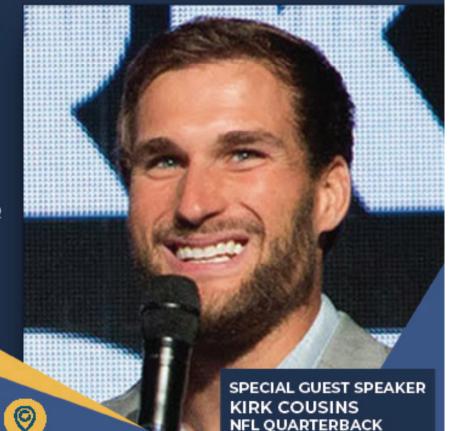
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SPEAKERS, DETAILS & REGISTRATION: www.L2Lsummit2022.com

#### **Hiring Challenges During a Labor Shortage**

#### Ray Foxworth, DC, CMPS

Hiring is a tough task in the best of circumstances, but especially now. You'd be forgiven for thinking America may have enjoyed a "fish in a barrel" hiring scenario in recent months. Job openings were up, but so were layoffs at the same time hiring was down. What's more, a growing number of people are resigning from their current jobs driven either by vaccine-related issues or confidence that they can find work elsewhere.



Hiring new workers is always a demanding task no matter which market you're operating in. Advertising open positions, interviewing, and training new employees takes time and money; two valuable quantities that a short-staffed practice may be lacking. These are trials that every chiropractor faces when seeking new team

members coupled with the added stressors of some sector-specific factors.

#### The Declining Number of Available Workers

Statistically speaking, the hiring situation for chiropractors is looking strong up until 2030. Data from the Bureau of Labor Statistics projects an 11 percent growth in sector employment this decade which beats the average for all other occupations. Down at ground level it can be a bit difficult to share that optimism given the universal worker shortage and the increasing demands on professionals in our sector.

For example, recent global events have seen medical practitioners of all kinds burning out in unprecedented degrees. Large numbers of chiropractors are effectively being drafted into hospitals and clinics to provide healthcare for doctors, nurses, and other frontline

staff. Increased need for the chiropractic sector is a good thing as we can help more people heal and lead more comfortable lives. However, it also reduces the number of skilled personnel available for dedicated chiro centers to hire and, with a 3-to-4-year average time to qualify, new candidates can't exactly be produced on demand. Add to this the fact that qualifying as a chiropractor can cost between

\$70,000 and \$105,000 and it's easy to understand why even the most eager person faces a significant financial hurdle if they want to join the profession.

#### **Clashing Generational Priorities**

A clinic can have many roles available and more than a few generations to fill them. Age can present hiring difficulties both at the interview stage and when integrating a new hire into an existing team. The trick here is to have a working knowledge of what each generation is likely to be looking for from the outset. There are plenty of shared wants and needs that run through each group, but here's how they're typically prioritized:

- Generation Z (born 2001 to 2020) The youngest hires want competitive wages, pay equity, career mobility, and employers with transparent practices and ethical values.
- Millennials (born 1981 to 2000) More mature hires means more experience and the expectation of higher pay to match. The likelihood of a family life also means Millennials expect flexibility and work/life balance from their employers.
- Generation X (born 1965 to 1980) This is the hiring group most likely to have the highest experience levels and demands on their personal lives. They expect Continued on page 8





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Continued from page 7

higher pay and increased flexibility to reflect that.

The inherent challenge here is for chiropractors to stop and think whether they can provide what each generation is looking for and, if they can, how well they can balance diverse needs and priorities if their staff starts spanning generations. To learn more about facing this challenge head on you can watch the webinar recording with Aaron Reynolds on The Future of Our Workforce.



Dr. Ray Foxworth is a certified Medical Compliance Specialist and President of ChiroHealthUSA. A practicing Chiropractor, he remains "in the trenches" facing challenges with billing, coding, documentation and compliance. He has served as president of the Mississippi Chiropractic Association, former Staff Chiropractor at the G.V. Sonny Montgomery VA Medical Center and is a Fellow of the International College of Chiropractic. You can contact

Dr. Foxworth at 1-888-719-9990, info@chirohealthusa.com or visit the ChiroHealthUSA website at www.chirohealthusa.com. Join us for a free webinar that will give you all the details about how a DMPO can help you practice with more peace of mind. Go to www. chirohealthusa.com to register today.

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#### Bill Introduced in Senate to Provide Full Chiropractic Coverage in Medicare

From the American Chiropractic Association News Release Dated 4/8/2022.

On April 8, 2022 the U.S. Senate introduced a bill, S. 4042, to modernize Medicare coverage and better meet the needs of today's seniors by increasing access to services provided by doctors of chiropractic. An identical bipartisan-supported bill in the House currently has 130 cosponsors.

Sponsored by Sen. Richard Blumenthal (D-Conn.) with Sens. Kevin Cramer (R-N.D.), Tammy Baldwin (D-Wis.) and Roger Wicker (R-Miss.) as original cosponsors, the Chiropractic Coverage Medicare Modernization Act — which is identical in text to the House version, H.R. 2654 — would give Medicare beneficiaries access to all covered Medicare benefits available from their chiropractors, provided the services are allowed under the doctor's state license. Medicare beneficiaries are currently covered for only one chiropractic service — manual manipulation of the spine — and forced to pay for additional services out of pocket or to seek those services from a different type of provider, requiring more time, travel and expense.

"Medicare beneficiaries want to lead active lives, but as we age musculoskeletal problems become more common. Access to chiropractic's safe, patient-centered and evidence-based nondrug approach to back pain, neck pain and other musculoskeletal conditions provides options to those who wish to reduce or avoid pain medications and surgery," said American Chiropractic Association (ACA) President Michele Maiers, DC, MPH, PhD.

"ACA thanks Sens. Blumenthal, Cramer, Baldwin, and Wicker for their support of this important legislation, which augments ongoing efforts to stem the opioid crisis in America by giving seniors access to effective nondrug therapies readily available in chiropractic clinics," noted Keith Overland, DC, chair of the ACA Legislative Committee.

Both S. 4042 and H.R.2654 add no new services to Medicare. They simply allow patients to access current Medicare benefits that their chiropractors are licensed to provide. The statute that governs patient access to chiropractic in Medicare has been unchanged since 1972, limiting patient choice in a manner that does not align with most modern healthcare plans or the chiropractic profession's role today in mainstream health care. Projections indicate the number of people age 65 and older who are eligible for Medicare–currently over 60 million–will increase by one-third over the next decade.



To learn more and find out what you can do to support passage of S. 4042/H.R. 2654, visit www.acatoday.org/Medicare.

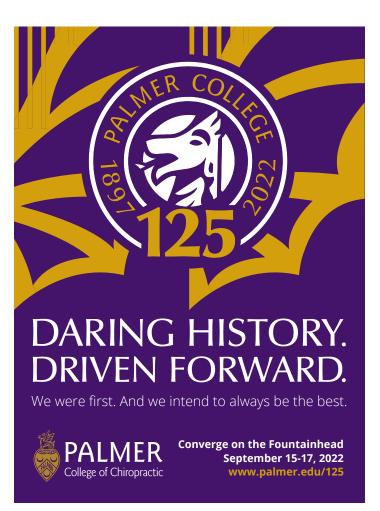


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### **Legislative Update from The Keeney Group**

Virginia lawmakers were in Richmond the week of April 4th for a special session to wrap up unfinished work from the regular General Assembly session, including the state's two-year budget and bills in limbo. April 12 marked the Governor's last day to take action on bills from the regular 2022 legislative session. The Governor was required to amend, veto or sign legislation that made its way to his desk. The bills that were amended by the Governor will be addressed at the reconvene session that begins on April 27.

Governor Youngkin vetoed 25 bills, including legislation that limited the constitutionally vested authority of the SCC and would have made Virginia only the second state in the country to prohibit "name, image, likeness" deals for high school athletes. "My goal as Governor is to make Virginia the best place to live, work, and raise a family and the bills I vetoed today reaffirm that commitment," said Governor Youngkin. "I look forward to working together with members of the General Assembly in the future to ensure that we're working for all Virginians. Together we can make the Commonwealth a place where businesses can prosper, students can thrive, and communities are safer." View Governor Youngkin's full list of vetoes at https://lis.virginia.gov/cgi-bin/legp604.exe?221+lst+VET.

Governor Youngkin announced amendments to more than 100 pieces of legislation. Many amendments were technical in nature, others included eliminating a potential tax increase on gaming receipts paid by charitable organizations, clarifying hemp sale statutes and prohibiting sales of products containing Delta-8, changes to a bill allowing law enforcement the limited use of facial recognition technology, and requiring the Loudoun County School Board to stand for election this fall. "The bipartisan accomplishments of this legislative session will be strengthened by the amendments I have added and will Continued on page 12

# **Virginia Chiropractic Political Action Committee ChiroPAC**

Supporters Based on 2022 Pledges Received by 4/10/22

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#### **Emerald** (\$200-399)

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# **Bronze**

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Ms. Brittany Watts

Dr. John Whitlow

10

#### DCs Meet for Golf, a CEU, & Connection

DCs met at TopGolf Virginia Beach on February 19<sup>th</sup> for a special District 5 Connection hosted by District Director Dr. Christine Fallwell.

Chiropractor and UVCA member Dr. Robert Thoma (Certified, Titleist Performance Institute) presented "Understanding Golf Swing Mechanics to Reduce Back Pain." He shared tips for DCs to give their patients on how to adapt their swing to reduce pain. His talk included live demonstrations on a variety of players.

The group enjoyed socializing, practicing their swing, and earning a Type 1 CEU in a relaxed and fun environment.







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"Social Isolation is the best-established, most robust social or psychological risk factor for disease out there. Nothing can compete." ~ Dr Stave Cole, UCIA Medical School

STEP 1 Making simple. In indiction is not containable. Someoni yourself with people who came alongwith you with the turks to so of to reinsent the whool.

People Malay in could include here a 27% increased risk of contailing then these Malay conserved in moneyady — 670 Study 25%

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STEP 3 Break dress from the section into this should steps that are death.

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He work it and we do not work to do the rock of change.

STEP 4 Chomo to pendst all in.
Commit to the steps.



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# 10% UVCA Member Discount On Your Office Essentials!



 Note: This discount code does not apply to Chirocode and innoviHealth items already on sale (including bundled packages) or Non-innoviHealth items. Continued from page 10

increase the positive impacts on Virginians," said Governor "We Youngkin. engaged stakeholders on important issues in community safety and provided a commonsense path forward on facial recognition technology for law enforcement compromising without dividual freedoms. We vided accountability transparency in education by ensuring school boards reflect the will of their constituents. We eliminated a possible tax increase on charitable organizations and lowered the tax rate on charitable gaming receipts. We protected potentially Virginians from harmful synthetically-modified substances while preserving the market for regulated CBD products currently available. I call on the General Assembly to adopt these changes and quickly enact them into law so that they can benefit all residents of the Commonwealth." View Governor Youngkin's full list of amendments at https://lis. virginia.gov/cgi-bin/legp604. exe?221+lst+REC.

## Welcome, New **DC & Student Members!**

(Joined 1/31/22-4/11/22)

#### Desai, DC, Jett

Keegan Chiropractic Sports & Wellness Clinic Ashburn, Virginia Phone: 703-858-3500 Member Type: First Year DC

#### Duncan, DC, Patricia

The Joint Chiropractic Virginia Beach, Virginia Phone: 757-951-3205 caseyduncan.dc@gmail.com Member Type: Fourth Year or More DC

Diversified, Thompson Drop, Extremity Adjusting, Full Spine, Activator, Impulse, Upper Cervical Toggle, Webster

Referred by: Dr. Allison Schwartz & Dr. Michelle Rose

#### **Durbano, DC, Riley**

Solano Spine & Sport Chiropractic Falls Church, Virginia Phone: 5364366-5364366 rdurbano96@gmail.com Member Type: First Year DC Acupuncture, Cold Laser, Extremity Adjusting, Flexion-Distraction -Cox, Gonstead, Kinesiotaping, Myofascial Release

#### Elahi, DC, Hassan

Virginia Beach, DC Phone: 319-429-8796 hass.elahi@yahoo.com Member Type: First Year DC Active Release Technique, Thompson Drop, Extremity Adjusting, Full Spine

#### Frening, DC, Kaitlyn

Balance Chiropractic & Physical Therapy Charlottesville, Virginia Phone: 434-293-3800 kaitlyn@balancechiropracticva. com

Member Type: First Year DC

#### Gainor, DC, Samuel

samuel.e.gainor@gmail.com Member Type: Retired DC Diversified, Thompson Drop, Extremity Adjusting, Flexion-Distraction - Cox. Full Spine. Activator, Motion Palpation, Webster

#### Garner, DC, J Stewart

Charlottesville, Virginia Phone: 856-237-5885 Member Type: Retired DC Flexion-Distraction - Cox, Activator, Pro-Adjuster, Sigma, Palmer Package







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#### Jassy, DC, Justin

Jassy Chiropractic Center Midlothian, Virginia Phone: 804-379-1145 jassyjd3@gmail.com Member Type: Fourth Year or

More DC

Referred by: Dr. Keith Jassy

#### Le, DC, Viet

ACN Wellness - Vienna Vienna, Virginia Phone: 703-729-5600 dr vle@yahoo.com Member Type: Premier DC Active Release Technique, Cold Laser, Cranial Sacral, Decompression, Diversified, Thompson Drop, Dry Needling, Extremity Adjusting, Full Spine, Graston, Activator, Impulse, Integrative, Kinesiotaping, Low/ Non Force Techniques, Motion Palpation, Myofascial Release. SOT, Soft Tissue, Upper Cervical Toggle

#### **Motley, Samantha**

Member Type: Student (Life

University)

#### Reid, DC, Katja

Atlee Chiropractic Center Mechanicsville, Virginia Phone: 804-730-7010 Member Type: Third Year DC

#### Ruggieri, Rachel

Coppell, Texas

Member Type: Student (Parker

University)

Referred by: Teresa Philips

#### Wilder, DC, Rebecca

rwilderdc@gmail.com Member Type: Fourth Year or

More DC

Active Release Technique, CBP, Decompression, Diversified, Thompson Drop, Extremities, Full Spine, Gonstead, Graston, Activator, Kinesiotaping, Low/ Non Force Techniques, Motion Palpation, Myofascial Release, SOT, Soft Tissue, NUCCA, Toggle, Webster

## **Welcome, New Supporting Suppliers!**

(Joined 1/31/22-4/11/22)

#### ANABOLIC LABS Beam, Bill

Youngstown, Ohio Phone: 330-770-7110 beamerhealth@gmail.com Member Type: Allied Supplier

Healthcare|Nutrition



# LEADERSHIP TO LEGACY

#### Roselle, DC, Tom

Oakton, Virginia Phone: 703-850-0024 info@leadershiptolegacy.com Member Type: Allied Supplier

**Practice Management** 



# **SOLE SUPPORTS** Divello, Lisa

Lyles, Tennessee Phone: 630-442-2166 Idivellofeet@gmail.com Member Type: Allied Supplier

**Orthotics** 

Referred by: Barney Martin,

**Proleve** 



Support the Suppliers Who Are Supporting You & Your Profession!



#### **CLASSIFIEDS ONLINE**

#### **UVCA Classifieds**

# UVCA DC Members may place

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

#### **Coverage Needed**

Vacation Chiropractor needed. Midlothian chiropractic office looking for a doctor to cover our office the week of May 16th. Number of days and hours is flexible. Mostly diversified. Doctor is not required to do any therapies, just adjust. Please emaildr.placide@hopechirorva. com. [listing#052322a]

#### **Coverage Provided**

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

#### **DC Position Available**

The classic Associate Doctor model doesn't work. Who wants to build a practice only to leave and start over? Consider joining our thriving Williamsburg Practice & earn a healthy living, have some fun, learn, & enjoy life! Guaranteed base + bonus, retirement plan, & (most importantly) direct path to partnership & ownership. (757) 876-0899, or email pchiro@ performancechiropractic.com.

FT associate position in Alexandria! Minutes from Old Town Alexandria. 15 minutes from Washington, DC. 45 minutes from wineries and horse country! 25 yr old busy, well established diversified practice, fantastic opportunity for a confident skilled professional with an owner mindset, a chiropractor eager to learn and who also enjoys working independently. Competitive salary and benefits, tremendous support staff. We work hard but love to play too! Partnership an option after two years. For details, Cath, 703-999-5432

Arlington, VA. ISO a brilliant technician that can customize their methods to the individual. Applicants must have prenatal chiropractic prowess & be a comprehensive practitioner. Soft tissue, rehabilitative & diagnostic skills are a must. Starting salary is 82k. Health benefits, paid time off, fun & exciting work environment awaits the right candidate. Do not respond if you are already in negotiations w/another office. Pls reply to chrysanthi168@gmail.com.

Arlington, VA. Full time Chiropractic position. We are looking for a motivated Chiropractor who enjoys working with athletes and office workers. We utilize diversified manual adjusting as well as variety of different muscle treatments. Competitive salary and flexible schedule, opportunity to start and own your practice. Learn from the doctor who has been in practice for 10+ years. For more information please contact us info@districtswellness.com. [listing#062322a]

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.

Continued on page 15

## What Elements of the UVCA's Group Membership in the **Foundation for Chiropractic Progress Do You Like Best?**

#### **Latest News**



Chiropractic Care Can Help You Work from Home More Comfortably



Self-Care Options for Relieving Chronic Pain



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#### **Opt In Now**

To opt in and take advantage of the UVCA's Group Membership in the Foundation: Go to https://www.f4cp.org/opt-n/ or reach out to Marta Cerdan, the Foundation's Membership Director: phone 866-901-3427 x 1, email marta@f4cp.com.

CHIROPRACTIC CAREERS

Continued from page 14 advhealthctr.com/please email Drlou@ advhealthctr.com, (703)521-0644. [listing#051121a]

Ashburn, VA. Associate Wanted. Join a multi-disciplinary team of Chiro's/PT's/ Acupuncturists/Reiki and treat patients utilizing evidence-based practices. Experience w/diversified manipulation/ therapeutic exercise / ART / IASTM / Dry Needling a plus. Contact admin@ mybwdoc.com w/C.V. Excellent salary, commission & benefits package. [listing#041322a]

Charlottesville, VA. DC Associate, licensed in Virginia, with experience and/or desire to treat patients utilizing evidence-based practice. Experience with diversified manipulation, therapeutic exercise progressions, and interest in joining a multi-disciplinary practice working with other types of providers. We work as a team and have a lot of fun, but we take patient care seriously at the same time. Knowledge of athletic training and rehab or sports injury management is a plus. Strong diagnostic skills and ability to progress a patient through active care are required. Pls reach out to Rosemary@balancechiropracticva. com. [listing#042022a]

Falls Church, VA. Looking for a Doctor of Chiropractic to join our team. No. VA Diversified practice servicing families, athletes, auto injury patients and anyone with a spine. F/T position starting with a base salary and an attainable bonus structure. (would consider P/T if the right person). We utilize: dry needling, laser, Ideal protein, orthotics and exer rehab in addition to diversified adjusting. HI, including dental and vision, HSA, malpractice and continuing ed. part of the compensation package. Team player, able to maintain their patient volume and NP marketing. Spanish speaking a plus. Solid practice in VA for 25+ yrs. You will learn documentation, Compliance programs, business principles and patient case management. Please email resume to drdamato@qualitychirova.com. [listing#051622a]

Fredericksburg: Join our team and achieve personal and practice success. Training provided at our family wellness practice w/2 locations. Competitive base pay w/unlimited bonus system. Malpractice, vacation, 401k, UVCA membership. Email resume: drchris. wfc@gmail.com. [listing#050222a]

Well established chiropractic practice in beautiful Fredericksburg, seeking full time chiropractic associate. This practice has been established for 20+ yrs in historic downtown Fredericksburg. Competitive salary plus bonuses, malpractice insurance, & paid vacation. Send inquiries and/or CV to henzlerdc@verizon.net. [listing#060322a]

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.

Richmond, Ariya Family Chiropractic Centers: Awesome team, great office support, experienced & caring management. \$60k starting salary plus bonus structure in high-volume practice. 401k, first year malpractice, UVCA membership & conventions, medical insurance, leadership opportunities, training and support provided. Cofounder of 18 years is stepping away from patient care to focus on practice

management. For more information call 804-526-7125. Please send resume to mpatel@ariyachiro.com.

Tremendous opportunity in Hampton Roads! Lemmata Chiropractic is looking for only the best chiropractors to join our team of doctors. We are a family, wellness-based office with a dream of expanding to all parts of Hampton Roads to better serve our community. This is a full-time salaried position with benefits. Please send your resume to demartinez@lemmatachiro.com. [listing#041222a]

Multiple DC positions available in Hampton Roads. Starting salary 85,000. Benefits include 401k, health vision dental insurance, 10,000 tuition forgiveness annually. Hands on manual adjusting, any level of experience can apply. Text me at 319-429-8796 Dr. Hassan, email me at hass.elahi@yahoo.com. [listing#050722a]

Leesburg, VA. Full or Part Time DC Needed in our well-established practice. Busy practice in Downtown Leesburg looking for a positive, skilled and passionate Doctor to join our team! We are a well established

Continued on page 16



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.

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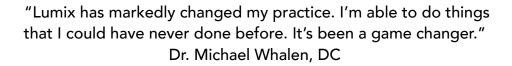


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#### Continued from page 15

practice that is in need of another Doctor to keep up with demand. Excellent adjusting, communication and people skills are needed for the position! Health Insurance, Malpractice, UVCA Membership and Continuing Education provided. Please contact us at cleggchiro@gmail.com or call Dr. Brad directly at (703)727-2472. [listing#040622a]

Northern Virginia associate needed. Currently one full time chiropractor, one part time chiropractor, and two massage therapists in a well established practice lasting over twenty years. We are looking for a great fit to our team, and we are willing to be flexible in arranging either a part time or full time position to help with the rising demand for our services. Competitive salary. Top notch bedside manner and excellent adjusting skills are required. E-mail CV/ Resume to: NovaDrAssociates@gmail. com. [listing#051822a]

Koff Chiropractic in Manassas, VA is looking for a full time Chiropractor to work at our busy office. We are seeking a motivated chiropractor who loves people and chiropractic as much as we do. Our office is one of the longest

established offices in Northern VA. If interested email us atkoffchiro@aol. com. [071922a]

If you are dedicated and passionate about service to patients and lifelong learning, then this opportunity is for you. We are looking for a Virginialicensed DC to join our practice - one based in AK, Functional Medicine/ Nutrition and Functional Neurology. The best candidate is one who has a strong desire to learn and assist patients towards their health, utilizing a variety of diagnostic tools, resources and natural solutions. This is an ideal situation for a new or established doctor. We operate a fully equipped office and have a great location in the Richmond, Virginia area. For further information or to submit your resume please contact: drsmith@rcn. health. www.richmondchironeuro.com. [listing#050222c]

Holistic Rural Practice near RVA Seeks Associate; Join Our Office Family. Candidates possess strong people skills, humor, strong extremity adjusting & nutrition preferred. We find satisfaction in what we do daily, you should too. Patients are more than a spine, we treat the whole person. Competitive Salary, Bonuses, Benefits

(health ins., vacation/sick/personal days, etc), UVCA membership paid. Send resume to RuralChiroVA@gmail. com. Grow with us! [listing#052122a]

Newport News, VA Full Time DC-Diverse, fast paced practice which treats all ages/conditions and works closely with medical community. Owner has multiple locations and is team chiropractor for local university but looking at retirement. Competitive salary and full benefits- medical, dental, PTO, IRA match, malpractice ins and ownership possibilities. Contact: (757)873-8701 nnrebound@aol.com. [listing#061122a]

Norfolk, VA practice specializing in improving health and wellness, enhancing athletic performance and the prevention, management and rehabilitation of sports related injuries is looking for a full-time associate position to be filled. Reliable, outgoing, and energetic doctor who can engage and communicate with people is a must. Excellent adjusting skills required with experience in extremity adjusting, knowledge of rehab, and soft tissue techniques a plus. Send CV to drclayton@ghentchiro.com. [listing#020122b]

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

Looking for 2 Associate Chiropractors for our Richmond and Tidewater offices, looking for an outgoing, energetic Doc who enjoys working with other providers (Ortho, PT, Neuro, etc..). We have been in practice over 25 years and have fun while helping people. 76-83K, Full Benefits, PTO, Relocation assistance, No Weekends, No Screenings. Please email CV or letter of interest to: employed0828@gmail.com. [listing#030922b]

SW Virginia. Trochim Family Chiropractic seeks an energetic associate for a faith-based wellness and family oriented practice. High volume and high energy. 55-70K starting salary plus bonuses and benefits. Call or text Aaron Trochim at 540-420-8560. [listing#052322a]

Continued on page 17

#### Continued from page 16

ASSOCIATE/Independent Contractor NEEDED Loudoun County. Chiropractor who is looking to make a good living and work with an exciting team. Experience with diversified manipulation, therapeutic exercise, PT modalities, dry needling a plus. Join Dr. Ratcliffe DC DACRB DACBN practicing Chirorpactic in the wonderful community of Sterling, VA. Guaranteed base + bonus, and retirement plan. Any interest to: Office@novachiro. com New grads also welcome to apply [listing#052822b]

Full Time Chiropractic Associate Position in Sterling, VA. We are a Prenatal, Pediatric and Family Chiropractic office located in Sterling, VA. We are looking for a full time chiropractic associate to join our team! Interest in taking care of pregnant and postpartum women, babies and children is a must! We love our community. Our mission is to help our families be happy and healthy. Chiropractic adjusting style includes manual, tonal, drop table and activator. Friendly, outgoing, communicative and hard working are qualities we admire. Pay is competitive. We are looking forward to hearing from you! Call 703-634-6500 or email drryan@ connectfirstfamily.com. [listing#061022a]

We have raised up multiple associates, in the Virginia Beach area, over the last 15 yrs in a well laid out clear cut model that has created doctors in hugely successful practices. If you are hardworking, dependable, & teachable then this position may be for you. Income includes base pay, commission, bonuses, education & more. Send your resume to askdrbobdc@aol.com or call 757-431-2225. [listing#040722a]

Virginia Beach. Established 30+ year family oriented chiropractic practice looking for an excellent doctor to add to our growing team. Diversified practice with therapies and laser. Great salary, performance based bonus, paid vacations, 4 day week. Position available immediately. Send resume to Lookingforadc@gmail.com. [listing#041722a]

Virginia Beach. Looking for a full or part time chiropractor for busy office. As a member of our team, you'll have the opportunity to build your practice in the company of established docs from a variety of professional backgrounds, and enjoy the flexibility to use your favored approach and methods. Compensation negotiable. Contact tcvinick@gmail.com. [listing#042822a]

Our warm family practice located in NW Washington DC has been wellknown since 1985 for hands-on. patient-focused care. As our newest associate chiropractor, you'll walk into an established office with an influx of new patients. You'll receive one-on-one coaching with Master Chiropractic Consultant, Dr. Larry Markson plus continued education benefits. A veteran team of support staff lets you focus on what matters most -- treating patients. We are offering a generous compensation and bonus structure, signing bonus, benefits, covered malpractice, and licensure fee reimbursement. Our convenient Friendship Heights office is located only 2 blocks from the Metro line and the Maryland border. Not licensed to work in Washington, DC yet? No problem. We will set you up with a provisional license so you can start earning immediately. Must have ancillary procedures. Please email resume to:tconnellydc@gmail. com or Call Dr. Connelly 301-509-4787.

#### Equipment

Chattanooga Ergostyle Flexion Distraction Table. Used - in great condition \$2,000. Pick-up only. Contact: staff@ potomacphysicalmedicine.com. [listing#051422a]

Biomeridian MSA with all accessories. Laptop not included but software can be added to any laptop. Includes Standard Process/Mediherb testing kits with display case. \$1200. sbanksdc@ cox.net. [listing#041322d]

Multiple Navy Blue Chiropractic Flat benches for sale, \$500 each. The more you buy, the better the discount. Pickup locations are in Ashburn, VA. We are willing to deliver. Email admin@ mybwdoc.com for more information. [listing#121621b]

Practice Closing - Equipment/furniture for sale. Brand new Spinalator Armedica Q400, 3 Thompson Drop tables - need new upholstery, benches, large professional desk (2), chairs, art for full list/pictures - email bglasman@ yahoo.com or text 703-477-9661. [listing#041422a]

Equipment with Full Service. Bryanne Enterprises, Inc. will bring equipment to you at your convenience in our Mobile Showroom! Call us today to schedule a free demonstration on adjusting tables, spinal decompression, electrotherapy ultrasound combos, radial focused pressure wave units, and laser. We provide an on-site delivery with full training, service, support, marketing assistance and many other resources. Go to our website at www. bryanne.com or call 877-279-2663. [listing#12312022a]

Chiropractic Equipment for Sale: 1. Mettler Electronics SYS STIM 207-\$300 2. Quattro 2.5 electrotherapy units 2 available-\$500ea. 3. Amrex MS322 2 available- \$400 ea. 4. Massagers 3 available- \$50 ea. 5. Saunders Cervical Hometrac (brand new in carrying case)-\$200. All of these are AS-IS and all offers are accepted. Please email kibundick@ gmail.com for additional information or pictures. [listing#062222a]

FREE!!!! Protec ECOMAX Automatic X-Ray Film Processor with stand. Must pick up. We will include 6 (8x10 Green Cassette) & 2 ( 17 x 14 Green Cassette) Spinal View Box size 29" X 41" X 3.5" FOR FREE!!!! Location Charlottesville, VA. Phone: 434-817-3666. good condition. We went digital..... [listing#052822a]

#### **Events**

LEADERSHIP TO LEGACY- L2L SUMMIT 2022: "Intentional Journey - Moving Forward." JUNE 2-4, 2022, HYATT Regency Tysons Corner, VA. For 3 impactful days, 9 experienced leaders including Tom Roselle, David Leaf, Howard Cohn + Corey Malnikof will TRANSFORM fixed thinking to forward thinking, provide tools needed for a sustainable future with action steps to achieve fulfillment + manage success! Don't miss our Leadership Dinner with NFL Quarterback, Kirk Cousins! Details + registration at: L2LSummit2022.com.

[listing#060522a]

#### **IC Positions**

Seeking Independent Contractor to add synergy to our group of two chiropractors and two massage therapists in Leesburg, Va. We have a great location in the company of many other walk-in business to include Deli. Pharmacy, Gym. Optometrist, etc. We have a gorgeous office, and are happy to empower a new doctor or therapist to grow their own patient base within the practice. We will equip you with our front desk team for scheduling by both phone

and internet utilities, as well as patient processing during visits to the office. Contact us at OfficeManagement25@ gmail.com. [listing#051822b]

#### **Non-DC Positions**

HIRING P/T (20-25 HRS) LICENSED MASSAGE THERAPIST! Start date: Immediate. Seeking dynamic, skilled licensed massage therapist to work in a 2-Doctor practice. Work days are M/T/W/F and some Saturday flexible. mornings. Schedule is Wonderful teamwork environment. Please fax resume(703-538-6675) or email to gfccc1@yahoo.com to arrange interview, discuss salary. Ask for Alba (703-538-5455)

Part-time insurance clerk needed. 8-10 hours weekly. Must be completely familiar with Medicare and Anthem. Very good pay. call 757 287 4069. [listing#070622a]

#### **Practices**

Virginia Beach Practice for sale: 40 y/o same location, manual, activator, acupuncture, physiotherapy, nutrition. Over 3000 patient base. Collection 2021 were 180,000, income over 100,000. Retiring need both shoulder replaced. Will stay as long as needed. Email cardone2277@hotmail.com. [listing#072022a]

Virginia Beach practice for sale. Doctor relocating. Take over our office in busy shopping center. Cash practice. Grossing over \$200,000/year. Price negotiable. Great opportunity for the right doctor. Contact j.miller26576@ gmail.com. [listing#042822b]

Practice in Williamsburg, doctor retiring. Turnkey, 3,000 saft office fully furnished & equipped. 65% cash collections. Digital X-Ray, 10 treatment rooms, 5 Lloyd Cox tables, 2 Earthlite electric lift massage tables, 2 Acupuncture Tables, Acugraph Software, exam table, rehab equipment, Foot Levelers scanner/ software, consult room, 11 computers, Chirotouch software, up to date HIPAA program, lots more. The price is negotiable for the right buyer. Contact wggwork@gmail.com. [listing#4/11/22a]

Looking to start a practice on your own? Get a head start. A 35 yr established practice in the beautiful Shenandoah Valley, Virginia. A multi-

Continued on page 18

#### Continued from page 17

generational traditional chiropractic family practice. A great place to live a healthy and meaningful chiropractic lifestyle. Send inquiries to doccheff@gmail.com. [listing#032822a]

Yorktown VA Practice for Sale. Doctor retiring. Home/office complex. IDEAL location with exceptional visibility. Located on a well traveled road within a great school district. Very low overhead. Selling patient list, equipment, supplies, and building/ property together or separately. Patient book of business, supplies, and equipment \$59,000. Owner financing of patient book of business, supplies, and equipment possible with 20% down payment. Email questions to cpksjk@cox. net. [listing#012122a]

#### Space Available

Independent Contractor Space Available. Ashburn VA (One Loudoun). Prefer like-minded chiropractor or physical therapist with background in sports medicine and pain management. Potential to absorb patient overflow of current doctor. Office space is in a 2200 square foot multidisciplinary practice with fully equipped rehab center. Text 703-975-3278 or email admin@mybwdoc.com. [listing#041322c]

Space for Lease in Fredericksburg: Rooms available in an established chiropractic and massage wellness center in downtown Fredericksburg. Prefer a chiropractor interested in individualized holistic care in a small office and collaboration with colleagues. Please contact Christine Thompson for more details. cthompson@whole-health. net or (540) 809-4223. [listing#050122a]



A huge thanks to those who've generously donated items to the upcoming silent auction so far, including:

Sports Memorabilia "ChiroTouch Macro Makeover" \$150 AMEX Gift Card **Chiropractic Praver Wall Art** One Year App Subscription **Up to \$1000 Feeding America Charity Match** 

Dr. Stoner's Smoky Herb Whiskey Hand-crafted painted Birdhouse **Beleek Celtic Mugs** Jewelrv **Online PI Training Module** 

**Chattanooga Continuum System** 

**CA Training Credit** 

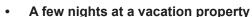
Gift Basket

**Dr. Taylor Myers** It's Me Dr. E! **MXR** Imaging **Dr. Chris Connolly** KaizoHealth Chiro1Source **Dr. Scott Banks Anonymous** 

**Anonymous Various Personal Injury Training Institute Gold Star Medical Business Services Assistants for** Chiropractic Excellence **CRC** Chiropractic Sales



This is a fantastic start... but we need more. Please help to support Chiropractic PR by donating! A few ideas:



- Tickets to a sports arena or performing arts center
- Chiropractic or office equipment in NEW condition
- Original artwork
- Music or sports memorabilia
- Themed gift basket
- Gift certificates for spa services or a restaurant
- Jewelry
- Certificate for photography, massage, financial, or other service
- Restaurant, Gasoline, or Store gift card

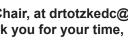
This is a great way for SUPPLIERS to increase their visibility and for DCs, CAs and others to help out in an easy, fun way!

Auction will take place May 13-15 at the Omni Homestead Resort, in conjunction with the UVCA's Spring Convention. Bidding closes and winners named May 15. Contributors do not have to be present and remote bidding will be available.



Please contact Dr. Alli Totzke, Silent Auction Chair, at drtotzkedc@ gmail.com or by phone at 630-779-3424. Thank you for your time, consideration, and support!







May 13-15, 2022, The Omni Homestead Resort, Hot Springs, VA



# Closer Than You May Think

Approx. driving times: Roanoke - 1.25 hours Richmond - 3 hours Charlottesville - 2 hours Norfolk - 4.25 hours Fairfax - 3.5 hours



# This is No Ordinary CE Event...

Your Registration Fee Includes All This:

- 16.75 CEUs for DCs, including 16 Type 1
- Nearly 16 hours of training for CAs/office staff
- Yoga Every Morning
- ALL THIS FOOD & BEVERAGE:
  - Welcome Reception
  - Saturday Continental Breakfast
  - Saturday Lunch
  - President's Reception (for Premier Members, CPAC Contributors, Sponsors, and Leadership)
  - Sunday Continental Breakfast
- Camaraderie and Catching Up
- Exhibit Hall
- On-Site Silent Auction
- Exhibitor Booth Raffles
- Fresh Air -- and Fresh Perspectives

## UVCA Spring Convention, May 13-15, Omni Homestead, Hot Springs, VA

# **Schedule**



		i Gi Solia	i iiijui y ii aiiii	ing institute
Friday, May 13				
2:00 - 5:30 pm	Vertebral Subluxation: The Past, Present, & the Future by Eric Russell, DC, MBA, DPhCS		3.5 Type 1	DCs & CAs
2:00 - 5:30 pm	Personal Injury Case Management for Your Patients & PI Practice by Jeffrey States, DC		3.5 Type 1	DCs & CAs
2:15 - 5:30 pm	Exhibitor Set-up			
5:30 - 5:40 pm	Break			
5:40 - 6:30 pm	General Session: Aligning, Bridging & Building the Future of Chiropractic by Rob Scott, PhD, D	C	1 Type 1	DCs & CAs
6:30 - 7:00 pm	Welcome Reception with Exhibitors			All Regs & Gues
Saturday, May	14			
7:30 - 8:00 am	Continental Breakfast with Exhibitors, Silent Auction			All Registrants
8:00 - 8:45 am	General Session: No Drugs, More Sex & Rock 'n Roll: Managing Chronic Pain in Older Patien	ts		
	by Carlo Ammendolia, PhD, DC		.75 Type 1	DCs & CAs
8:45 - 9:00 am	General Session: Becoming Data Enabled in Your Practice by Brad Cost		.25 Type 1	DCs & CAs
9:00 - 9:15 am	General Session: Incorporating Products Into Your Daily Protocols to Support Patient Care by			
	Josh Walker		.25 Type 1	DCs & CAs
9:15 - 10:00 am	General Session: Membership Meeting & Profession Updates by Various Presenters		.75 Type 2	All Registrants
10:00 - 10:30 am	Break with Exhibitors			All Registrants
10:30 am -12:45 pm			2.25 Type 1	DCs
10:30 am -12:45 pm	(Start of) Mastering the Assessment & Management of Shoulder & Upper Extremity Problems	by Brandon		
	Steele, DC, FACO		2.25 Type 1	DCs
10:30 - 11:30 am	Modalities Review by Hugh Hill		N/A	CAs
			N/A	CAs
12:45 - 1:45 pm	Lunch with Exhibitors, Silent Auction			All Registrants
1:45 - 2:45 pm	(End of) Successful Integration of Chiropractic into Sports Medicine by Alan Sokoloff, DC, DAC	BSP	1 Type 1	DCs
2:45 - 3:45 pm	(Start of) Boot Camp Program for Lumbar Spinal Stenosis by Carlo Ammendolia, PhD, DC		1 Type 1	DCs
1:45 - 3:45 pm	(Cont. of) Shoulder & Upper Extremity Problems by Brandon Steele, DC, FACO		2 Type 1	DCs
1:45 - 3:45 pm	Office Procedures & Front Desk Skills (From UVCA's New CA Training Program) by Louis Criv	elli, DC, MS	N/A	CAs
3:45 - 4:15 pm	Break with Exhibitors, Silent Auction			
4:15 - 6:15 pm	(Cont. of) Boot Camp Program for Lumbar Spinal Stenosis by Carlo Ammendolia, PhD, DC		2 Type 1	DCs
4:15 - 6:15 pm	(Cont. of) Shoulder & Upper Extremity Problems by Brandon Steele, DC, FACO		2 Type 1	DCs
4:15 - 5:15 pm	Documentation (From UVCA's New CA Training Program) by Louis S. Crivelli, DC, MS		N/A	CAs
Sunday, May 1				
7:30 - 8:00 am	Continental Breakfast with Exhibitors, Silent Auction			All Registrants
8:00 - 10:00 am	(Cont. of) Boot Camp Program for Lumbar Spinal Stenosis by Carlo Ammendolia, PhD, DC		2 Type 1	DCs
8:00 - 10:00 am	(Cont. of) Shoulder & Upper Extremity Problems by Brandon Steele, DC, FACO	_	2 Type 1	DCs
8:00 - 10:00 am	Patient Communications (From UVCA's New CA Training Program) by Louis S. Crivelli, DC, M	S	N/A	CAs
10:00 - 10:45 am	Break with Exhibitors, Final Silent Auction Bidding			
	(End of) Boot Camp Program for Lumbar Spinal Stenosis by Carlo Ammendolia, PhD, DC		2 Type 1	DCs
	(End of) Shoulder & Upper Extremity Problems by Brandon Steele, DC, FACO		2 Type 1	DCs
	Key Medicare Issues All CAs Need to Understand by Janine McIntyre, CMC, CMOM		N/A	CAs
12:45 - 1:15 pm	Final Exhibitor time, Silent Auction Reconciliation			
1:15 - 4:00 pm	Exhibitor Tear-Down			

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# **Sessions & Speakers**



Personal Injury Case
Management for Your Patients &
PI Practice

For DCs & CAs

Jeffrey A. States, BS, DC Sponsored by Personal Injury Training Institute

Dr. Jeffrey States will reveal PI case secrets that will help you to understand automobile



insurance companies, giving you a real advantage in advocating for your patients and in court. He will discuss defense/litigation tactics and managing claim denials, as well as MVCOI treatment protocols, diagnosis and standards. Dr. States will provide an introduction to/review

of the Cervical Acceleration Deceleration (CAD) Treatment Standards, aka the Croft Guidelines. He will also speak on PI excellence and crash awareness/safety, addressing the latest in automobile insurance non-payment strategies. There will be plenty of time for you to ask questions and learn from this PI expert.

Dr. States consults with and coaches physicians and attorneys in PI problem resolutions and building personal injury practices. He has been a research assistant with dummy and human volunteers in real car crash research and authored articles, books and lectured on MVC occupant injuries. Dr. States is certified as a Disability Analyst, is a Board Certified Impairment Rater, Advanced Certified in Cervical Acceleration/Deceleration Injuries, Low Speed Rear Impact Automobile Collision Reconstruction, Automobile Crash Forensic Risk Analysis, and is trained in Functional Capacity Evaluations. He speaks throughout North America teaching attorneys, physicians, lay individuals and insurance company employees about Motor Vehicle Collision Occupant Injuries (MVCOI). He has spoken at many different chiropractic and medical schools and successfully testified in many MVCOI and workers' compensation cases. He is a past president of the North American Academy of Impairment Rating Physicians. Dr. States founded Personal Injury Training Institute in 1996. He is a 4th generation DC and graduate of National University of Health Sciences. He was in active practice in Utah for 18 years. His current practice focuses on performing second opinion. board certified impairment ratings including special evaluations of workers compensation and personal injury trauma patients.





Aligning, Bridging & Building the Future of Chiropractic For DCs & CAs Rob Scott, PhD, DC President, Life University

Since his appointment as the fifth president of Life University in May 2017, Dr. Scott has championed a significant commitment to enhancing the University's academic

offerings, campus culture and physical facilities, while placing emphasis on expanding research infrastructure and supporting the rich diversity of the campus community. Dr. Scott holds a Ph.D. in Applied Physiology from the University of Minnesota, a Doctor of Chiropractic degree from Northwestern Health Sciences University and is the only president of a chiropractic College that also holds a Diplomate of Chiropractic Philosophical Standards. His master's degrees include a Master of Science in Exercise Physiology and a Master's of Education in Educational Administration from OISE at the University of Toronto. He attended the University of Guelph to earn his Bachelor of Science in Human Kinetics.

Dr. Scott came to Life University in 2005 as the Dean of the College of Chiropractic before moving to Vice Provost and executive leadership roles in Academic Affairs. He has also worked as the Dean of Chiropractic at Northwestern Health Sciences University and as the Vice President for Academic Affairs at Logan College of Chiropractic.



Vertebral Subluxation: The Past, Present, & the Future For DCs & CAs

Eric Russell, DC, MBA, DPhCS Sponsored by Life University

This presentation will help the chiropractor understand the scientific and philosophical issues of the vertebral subluxation. This knowledge will help the clinical certainty of the

practicing chiropractor. The learning objective is for attendees to understand the current scientific concepts and philosophical issues of vertebral subluxation. The class will cover the evolution of vertebral subluxation in the chiropractic profession. The class will cover the different concepts of vertebral subluxation, a review of basic biomechanics and neurology, and will categorize the components of subluxation. The bulk of this presentation will be from Leach's "The Chiropractic Theories: A Textbook of Scientific Research". The presentation will conclude by looking at current published research in subluxation and a discussion of the discourse happening today in the profession concerning subluxation.

Eric G. Russell graduated from Palmer College of Chiropractic in 1996. He currently serves as the Associate Vice President for Academic Affairs at Life University. He was the first Diplomate of Philosophical Chiropractic Standards (DPhCS) to be named president of a chiropractic college in the profession's history when he served in that role at the New Zealand College of Chiropractic. Dr. Russell obtained his MBA in 2018 and is currently a Ph.D student in Higher Education at the University of North Texas. Because of his emphasis on service to the profession,

Dr. Russell has received numerous

#### UVCA Spring Convention, May 13-15, Omni Homestead, Hot Springs, VA

professional and teaching awards including induction to the Palmer College of Chiropractic Great Hall of Philosophers and the Palmer Hall of Presidents, Parker College of Chiropractic Faculty of the Year, Fellow of the International Chiropractors Association, and Chiropractor of the Year for both Illinois and Texas. Dr. Russell strives to inspire chiropractors to be the best they can be at the philosophy, science, and art of chiropractic.



Becoming Data Enabled in soll w **Your Practice** For DCs & CAs **Brad Cost** Sponsored by Infinedi



In today's world of healthcare, it is important to become "Data Enabled" to better understand your patients, exchange records and help change

the profession. Mr. Cost provides a brief explanation of why this is so vital and how it impacts you, regardless of how you practice.

Brad Cost became the chief executive officer, president and owner of Infinedi in 1999. Cost is highly knowledgeable and a nationally sought-after resource within the healthcare and data analytics industry. He owns a number of technology companies including an electronic data interchange consultation firm, an interactive software development firm, and an innovative software system. Cost's primary focus is in the development of cutting edge electronic data technology as it relates to the big data analysis of the medical and healthcare industries. Prior to his role at Infinedi, he was the senior systems engineer at Oklahoma State University. Cost is the primary data partner for the Congress of Chiropractic State Associations, the American Chiropractic Association, the American Medical Association, the UVCA, and many other various state chiropractic associations. He is active in training and educating providers about big data analytics on a national level.



Successful Integration of Chiropractic Care into **Sports Medicine** 

For DCs

Alan Sokoloff, DC, DACBSP Sponsored by **ChiroHealthUSA** 

Chiropractic is an essential part of any team in the everyday care of athletes. At the Olympic, professional and college levels, great relationships are formed with the common goal of athletic rehabilitation, injury prevention, and wellness. Why do so many relationships fail? Dr. Sokoloff will provide those answers and how to make the relationship a success. He will also share some key risk management strategies so you can not only survive but thrive in a sports setting.

"Dr. Sok" is the owner/clinic director of the Yalich Clinic Performance and Rehabilitation in Glen Burnie, MD, where he has practiced for over 30 years. He has been the team chiropractor for Super Bowl Champions The Baltimore Ravens since 1999 and a member of the University of Maryland Sports Medicine Team since 1991, working with the UMBC Retrievers and Maryland Terps. He has been a medical team member for the Bowie Baysox (Baltimore Orioles AA team Major League Baseball) since 2009. He has served at the United States Olympic Training Center and been appointed to the USA Olympic Medical Team several times. Dr. Sok hosted a weekly health, interactive radio program in Baltimore called "Talkin' Back" on AM-680 **KEYNOTE & SPECIAL GUEST!** 

No Drugs, More Sex, & Rock'n Roll: Managing **Chronic Pain in Older Adults** 

For DCs & CAs

Carlo Ammendolia, PhD, DC Sponsored by Chiro1Source & Infinedi





In the next 10–15 years, about 25% of Americans will be over the age of 65 and more than 60% of them will suffer from chronic pain that significantly impacts quality of life. This presentation will highlight practical strategies that will help the chiropractor reduce pain, maximize function, and reduce risk of disability in this population. It will provide information on the prevalence and burden of chronic pain in older adults, highlight the challenges and complexity of managing pain in this older population, key principles that apply to management, and specific strategies for common chronic pain conditions in older adults.

Dr. Carlo Ammendolia is the Director of the Spine Clinic and the Spinal Stenosis Program at Mount Sinai Hospital in Toronto Canada. He received his MSc degree in Clinical Epidemiology and Health Care Research and his PhD in Clinical Evaluative Sciences from the University of Toronto. Dr. Ammendolia is an Assistant Professor in the Institute of Health Policy, Management and Evaluation, the Department of Surgery and the Institute of Medical Sciences at the University of Toronto. Dr. Ammendolia was recipient of the Professorship in Spine Award from the Department of Surgery in the Faculty of Medicine. Dr. Ammendolia has been in clinical practice for 40 years and now combines clinical practice and research in non-operative treatment of mechanical, degenerative, and inflammatory spinal disorders with a special interest in degenerative lumbar spinal stenosis. In 2021. He was given the distinction of "world expert" in spinal stenosis by Expertscape based on his publication in this area in the past 10 years.

WCBM for over 10 years and wrote/helped produce award winning Injury Prevention Videos for the Library Video Network. Cont. on page 5



#### UVCA Spring Convention, May 13-15, Omni Homestead, Hot Springs, VA



Mastering the Assessment & Management of Shoulder & Upper Extremity Problems

For DCs

Brandon Steele, DC, FACO Sponsored by ChiroUp & University of Bridgeport

Rotator cuff injuries alone account for 4.5 million physician office visits per year. Management of this problem can range from frustrating to rewarding depending on the depth of your training. This class is a practical workshop outlining everything participants need to know about successfully treating shoulder and elbow problems. This class will review the current "best practices" for evaluation, treatment and home rehab. You'll leave this class with greater understanding and confidence about how to manage the most common problems that affect the shoulder and upper extremity.

Dr. Steele is currently in private practice at Premier Rehab in the greater St. Louis area. He began his career with a post-graduate residency at The Central Institute for Human Performance. During this unique opportunity, he was able to create and implement rehabilitation programs for members of the St. Louis Cardinals, Rams, and Blues. Dr. Steele currently lectures extensively on evidence-based treatment of musculoskeletal disorders for the University of Bridgeport's diplomate in orthopedics program. He serves on the executive board of the Illinois Chiropractic Society. He is a Diplomate and Fellow of the Academy of Chiropractic Orthopedists (FACO). His mission in practice is to get people in and out of pain as fast as possible; then give each patient the education and rehabilitation to never see them again. Dr. Steele is also the co-founder of ChiroUp.com, a resource used around the world by practicing chiropractors and colleges.

This program also counts towards the Neuromusculoskeletal Medicine Program from the University of Bridgeport.



Incorporating Products
Into Your Daily Protocols
to Support Patient Care

For DCs & CAs

Josh Walker Sponsored by Chiro1Source

This 15 minute presentation will outline ways you can easily and effectively add products into your practice that will enrich your patient's lives, while also adding to your bottom line. It will introduce you to some strategies that allow you to effortlessly add products into your

daily protocols and provide you with some examples of success stories in the industry.

Josh Walker has been involved with Chiro1Source since his DC father, Dr. Cecil Walker, started the business over 21 years ago. After Josh graduated from UNC-Chapel Hill, he became a full time Equipment and Customer Service Rep at the company focusing on launching new products in the



chiropractic market. His commitment to serving the chiropractic profession by providing products and services that can help enrich the lives of others played an integral part in the growth of the company. In 2016 Josh and his wife Marah purchased Chiro1Source and have made it their mission to make Chiro1Source the Chiropractors' go-to source for products, services, and impeccable personal touches.



**Boot Camp Program for Lumbar Spinal Stenosis** 

For DCs

Carlo Ammendolia, PhD, DC Sponsored by Chiro1Source & Infinedi

Lumbar spinal stenosis (LSS) is a leading cause of pain, disability, and loss of

independence in older adults. Over 25 million Americans will suffer from LSS in the next 15 years. The Boot camp program is a clinically tested evidence-based approach suited for practitioners who use manual therapy. The approach is focused on improving functional status especially walking ability. The program is directed to the multi-faceted aspects of DLSS that includes physical and functional impairments and psychosocial factors. This workshop will provide step-by-step training on how to perform all necessary manual therapy techniques, patient exercises and how to provide patients with self-management. strategies. At the end of the workshop the learner will be able to implement the Boot Camp Program in their clinic.

Dr. Carlo Ammendolia is the Director of the Spine Clinic and the Spinal Stenosis Program at the Rebecca MacDonald Centre for Arthritis and Autoimmune Diseases at Mount Sinai Hospital. He received his MSc degree

in Clinical Epidemiology and Health Care Research and his PhD in Clinical Evaluative Sciences from the University of Toronto. Dr. Ammendolia is an Assistant Professor in the Institute of Health Policy, Management and Evaluation, the Department of Surgery and the Institute of Medical Sciences at the University of Toronto.



SOUNS

## **Especially for CAs**



Modalities Review
Hugh Hill
Sponsored by HF Hill & Associates

IFC (Interferential therapy) remains the #1 used electrotherapy in the chiropractic profession. This session focuses on what IFC is, why we use it, how to apply it, and how to interact with patients. It will touch on 2 channel versus 4 channel and ultrasound therapy, as well. A stim machine will be provided for

"hands on" learing as students apply the therapies on each other! Is there a specific therapy you'd like to learn more about? Hugh will include time to answer attendee questions and elaborate according to the group's interests.

Mr. Hugh Hill has honed his therapy skills over 33 years with 500 plus hours of post graduate classroom and hands on accredited education/training. Much of his knowledge came from doing sales and installations himself. During the installations he learned what is important to doctors and CAs and what best meets the needs of patients.



The First Impression
Nisha Saggar-Patel, DC & Minesh
Patel, DC
Sponsored by Ariya Family
Chiropractic Centers

Nothing is more important than the patient's first impression. It can even set the tone for the patient's satisfaction and compliance with the doctor's treatment plan. Benefit from the in-person customer service and phone etiquette skills training that Ariya Family Chiropractic Centers teaches all their team members – and contributes to their reputation as profession leaders in this area.

Dr. Nisha Saggar-Patel is co-founder of Ariya Family Chiropractic Center, with offices throughout central Virginia. She did her undergraduate work at the University of Cincinnati, received her DC degree

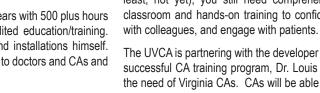
from Palmer College of Chiropractic and earned a Certificate in Chiropractic Pediatrics and Obstetrics.

Dr. Minesh Patel co-founded Ariya Family Chiropractic Center with his wife, Dr. Saggar-Patel. He has a BS from Rutgers University and a Chiropractic degree from Palmer College. While at Palmer, Dr. Patel received two of that school's highest awards: the Virgil V. Strang Philosophy Award, for excellence in Chiropractic philosophy, and the Clinical Excellence Award, nominated by his supervising doctors.

**Medicare Essentials for CAs** 

Janine McIntyre, CMC, CMOM Sponsored by Gold Star Medical Business Services

Even if your doctor does not participate in Medicare, you need to understand the basics. This session will provide a good overview for



both newer CAs and more seasoned CAs who may not be aware of all the nuances.



NEW From UVCA's New CA Training Program:

- Office Procedures & Front Desk Skills
- Documentation
- Patient Communications

Louis S. Crivelli, DC, MS

Whilte CA licensure is not required in Virginia (at least, not yet), you still need comprehensive, professionally developed classroom and hands-on training to confidently support your doctor, work with collective and appears with nationals.

The UVCA is partnering with the developer and chief instructor of the MCA's successful CA training program, Dr. Louis Crivelli, to tailor that program to the need of Virginia CAs. CAs will be able to choose from dozens of topics online, augmented by in-person sessions by Dr. Crivelli and other respected teachers, at discounted member rates.

To launch this exciting program, Dr. Crivelli will bring a sampling of program topics to the convention, based on YOUR responses to a recent CA topic survey. The training stands on its own, if that's all you're interested in. However, it also gives you a taste of the full CA Training Program, if you'd like more.

Dr. Louis Crivelli received his chiropractic degree from National University of Health Sciences. He holds a master's degree in Nutrition and a bachelor's in Biology. He has practiced in Maryland since 2002. He is a past MCA chair and three-time recipient of its Chiropractor of the Year award. He serves on the MCA's Insurance and Legislative/Legal Committees. Dr. Crivelli has been training and educating CAs for two decades throughout the U.S. He serves as Chair of the Clinical Compass and a co-author on its most recent clinical practice guidelines on Neck Pain, Chronic Pain, and Health Promotion and Disease Prevention.

#### **PLUS All These Joint CA & DC Sessions!**

(See pages 3-5)

- Aligning, Bridging & Building the Future of Chiropractic by Rob Scott, PhD, DC, President, Life University
- Vertebral Subluxation: The Past, Present, & the Future by Eric Russell, DC, MBA, DPhCS, Sponsored by Life University
- Becoming Data Enabled in Your Practice by Brad Cost, Sponsored by Infinedi
- No Drugs, More Sex, & Rock'n Roll: Managing Chronic Pain in Older Adults by Carlo Ammendolia, PhD, DC, Sponsored by Chiro1Source & Infinedi
- Incorporating Products Into Your Daily Protocols to Support Patient Care by Josh Walker, Sponsored by Chiro1Source
- Personal Injury Case Management for Your Patients & PI Practice by Jeffrey A. States, BS, DC, Sponsored by Personal Injury Training Institute



# THE HOMESTEAD RESORT Hot Springs, VA

xperience the Southern hospitality and elegant charm that have made The Homestead Resort a premier destination for 23 U.S. presidents. Located across more than 2,000 acres of scenic Virginia landscape, the resort provides timeless comforts and access to an exciting array of activities.

Two major hot springs flow onto the property, featuring a full-service spa and unique Spa Garden and offering you the opportunity to take in the mineral waters just as President Thomas Jefferson did in 1818. A two-acre water park, fueled by crystal-clear springs, features water slides, a lazy river and a water play zone for the kids, along with a whirlpool and private cabanas with exclusive services. With the mountains and valleys bursting with activities such as golf, horseback riding, paintballing, zip lining and hiking, an adventure is always within easy reach. Following a day of learning or fun, fill up at one of the thoughtfully designed restaurants or join your colleagues in the cozy lobby bar.

Each guest room is beautifully appointed with down pillows and featherbeds. Hand-selected artwork showcases the region's history. Today's amenities like Wi-Fi and flat-screen TVs enhance authentic details such as sun porches and working fireplaces.

Arrive early or stay an extra day to take advantage of this special destination at phenomenal rates. For reservations at a special standard room rate of \$179++, single or double, call 1-800-838-1766 by April 12<sup>th</sup> at 5:00 p.m. and specify the "Unified Virginia Chiropractic Association" block. To reserve a room online, go to the following site.

https://www.omnihotels.com/hotels/homestead-virginia/meetings/group-landing-page-05092022

The daily resort charge has been discounted from \$39 to \$26 for our group and parking has been discounted from \$25 to \$10, as well! Special rates on upgraded rooms and beautiful suites, too.

#### AFTER APRIL 12th,

reservations are on a space and rate available basis.

\*\*\* However, rooms at these special rates are very likely to sell out well before then, so call now!!! \*\*\*



# Accommodations Update

So Many Great Lodging Options to Choose From!

The deadline for the group rate has passed and the Homestead and it is nearly, if not totally, sold out. It is worth calling to see if any rooms have become available. However, if you are not able to get what you want at the Homestead directly, DON'T DISMAY!

- Some attendees have reported getting rooms at the Homestead through online hotel booking sites like priceline. com, hotels.com, expedia.com, etc.
- There are truly lovely, convenient, and affordable alternatives within very short and easy driving distance. Go to https:// discoverbath.com/where-to-stay/ and click on the type of accommodations you're interested in.





- Check directly with VRBO and Airbnb for additional vacation rentals in the Hot Springs and Warm Springs area.
- There are also a number of hotels in Covington, about 25 miles away (Hampton Inn, Quality Inn, etc.): https://covington.va.us/community/area-links/lodging/

To be put on a waiting list in case the UVCA office learns of any Homestead cancellations, email UVCA meetings manager Pam Grove at pgrove@virginiachiropractic.org – but be sure to go ahead and book lodging elsewhere now!

#### **Unified VCA Education & Events**

Friday-Sunday, May 13-15

**Spring Convention -- IN PERSON** 

The Omni Homestead Resort & Spa, Hot Springs, VA Over 16 CEUs

See pages 19-25 of this newsletter for:

- Schedule
- Sessions & Speakers
- CA Program
- Lodging Options

Thursday, May 5, 7:15-9:15 a.m.

District I Connection: Dinner & 1 Type 1 CEU

Castiglia's Italian Restaurant, Fredericksburg, VA "Deep Tissue Laser - A Brief Introduction and Clinical Applications" by Dr. Adam Marmon Sponsored by LightForce Therapy Lasers

Ongoing Online/On-Demand for DCs & CAs:

- CA Training from Assistants for Chiropractic Excellence
- CEUs through ChiroCredit.com & EON!
- DOT Testing through TeamCME & NYCC
- · Rad Tech CEUs through myicourse

For more details, updates, and/or to register, visit the Calendar of Events on UVCA's new website at www.virginiachiropractic.org!



Contributors do not have to be present.

Remote bidding will be available.

Please donate an item or two to the auction! Contact Dr. Alli Totzke, Silent Auction Chair, at drtotzkedc@ gmail.com or by phone at 630-779-3424. For contributions received to date and ideas for your own, see page 18.

#### The Virginia Voice

Spring 2022

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

Editor: Julie K. Connolly, Executive Director.

Editorial Committee: Scott Banks, DC; Michelle Rose, DC; Daniel Shaye, DC.

Advertising: 540-932-3100.

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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 lobbying expenses and is not deductible. Further info. should be obtained from your tax advisor.