



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

To be continued on page 2

Continued from page 1 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 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 3*





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.

See page 4 for Dr. Ammendolia’s full bio.



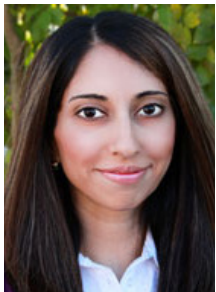
Modalities Review

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” learning 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 Sagggar-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 Sagggar-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. Sagggar-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

While 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 colleagues, and engage with patients.

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 1-3)

- **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