



The Wisconsin Chiropractor

The Official Publication of the Wisconsin Chiropractic Association

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WCA reaffirms its mission, vision and values

Mission:

To advance the chiropractic profession and empower our members to better serve their patients, their communities and each other.

Vision:

Positioning Wisconsin chiropractors as the preferred provider of musculo-skeletal patient care and educating the public, policy makers and payers on the clinical, economic and public health value of chiropractic care.

Values: WCA is committed to:

- Providing its members with the resources to achieve professional, clinical and economic success.
- The highest standards of ethical conduct.
- Building a sustainable, unified and effective state association that ensures a successful future for the chiropractic profession.
- High quality, patient centered care through collaboration with other health care providers and payers.

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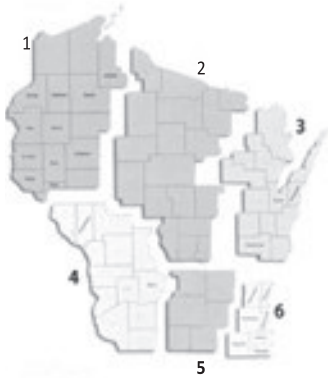
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EXECUTIVE DIRECTOR'S MESSAGE



Reminding our members about everything we do for them and the chiropractic profession is a delicate task. On one hand, I try to keep everyone focused on getting things done and not spending too much time trumpeting our success. There are times, however, when a concise summary of accomplishments can serve as a powerful reminder

to our members that they have a hard-working, dedicated, and effective state association watching out for them and working to build success for the profession. With this in mind, we have compiled our success stories for 2018 in various categories for your review. - *John Murray, WCA Executive Director.*

GOVERNMENT AFFAIRS AND ADVOCACY

Governor Tony Evers - The WCA met with both candidates for Wisconsin Governor during the 2018 election cycle to discuss issues affecting chiropractic. Governor-elect Evers asked a lot of excellent questions about the opportunities for chiropractic to help prevent prescription addiction. The WCA looks forward to working with Governor-elect Evers and his administration.



Pictured L-R – is WCA President Dr. Gene Yellen-Shiring, Governor Tony Evers, and WCA Executive Director John Murray.



Governor's Task Force on Opioid Abuse - The WCA was invited to present at the Governor's Task Force on Opioid Abuse. Dr. Jeff King, WCA member and member of the Wisconsin Chiropractic Examining Board (CEB), gave an excellent

presentation on how chiropractic care can help patients avoid prescription and opioid addiction.

WCA Invited to Present at the Alliance Opioid Summit -

Through his professional networking efforts, WCA President Dr. Gene Yellen Shiring was able to secure an invitation for the WCA to present at "The Opioid Epidemic Summit: Its Impact

in the Workplace." The WCA was again proud that Dr. Jeff King was able to present research data showing the effectiveness of chiropractic care.

State Self Insurance - WCA worked with other health care groups to defeat a proposal to move the state health plan away from managed care to self-insurance. WCA was the **ONLY** chiropractic group to devote lobbying resources to defeating this anti-chiropractic proposal.

Workers' Compensation Fee Schedule - WCA joined with other provider groups in a coalition effort to once again defeat legislation that would have imposed a Medicare-style fee schedule on care provided to patients injured in Workers' Compensation cases. This bill would have meant a **HUGE** reduction in compensation for Wisconsin chiropractors, and severely limited their ability to provide quality care that returns injured patients to work. The WCA spent **SIGNIFICANT** resources lobbying against this legislation (as we do every session).



Pictured L-R – WCA Member Dr. Todd Tesch, Sen. Steve Nass, WCA President Dr. Gene Yellen-Shiring, and WCA Executive Director John Murray.

Medicaid Pilot Project on Physical Medicine - WCA was successful in getting a provision included in the state budget. This provision directs the Wisconsin Department of Health Services (DHS) to look at best practices from around the country in which Medicaid programs prevent patients from opioid addiction by utilizing chiropractic and physical medicine therapies. Due to this provision, WCA now has a great opportunity to showcase the effectiveness of chiropractic care within the Medicaid program.

OTC Budget Provision - WCA attempted to include a provision in the state budget that would have clarified the ability of chiropractors to counsel their patients on the appropriate use of over-the-counter medications commonly used to treat musculoskeletal issues. The medical establishment, insurers, and other chiropractic organizations fought the provision strongly, and it was therefore **NOT** included in the budget. This was a missed opportunity for chiropractors to put their education, clinical, and patient care skills to work in preventing patients from the overuse of OTCs as well as prescription and opioid abuse.



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AB 260 - Clinical Tools Package - The Governor signed this bill into law as WI Act 180. The bill originally included the ability of chiropractors with additional training to offer acupuncture and dry needling and required school districts to accept sports physicals performed by chiropractors. The final bill included: US DOT examinations - ensures Wisconsin chiropractors can continue to provide these exams, cold laser clarification, preceptor clarification, and delegation to other health care providers without having to become a chiropractic technician.



L-R – WCA President Dr. Gene Yellen-Shiring, WCA Communications Manager David Bobka, Gov. Scott Walker, Rep. Wichgers’ Staff Gabriel Szerlong, and Rep. Chuck Wichgers.

AB 920 - Association Health Plan (AHP) Legislation - Would have allowed AHP plans to be offered in Wisconsin that did NOT provide patients with equal access to chiropractic care. WCA rallied our members to contact their legislators, rallied members to attend the Assembly Health Committee public hearing on the bill, lobbied to get an amendment to AB 920 to include chiropractic coverage when it passed the Wisconsin State Assembly, and got an amendment included in the Senate companion bill. This bill ultimately died in the State Senate. The WCA will NOT allow the Wisconsin Chiropractic Insurance Equality Law to be eroded in



WCA members rallied against AB 920 at the state Capitol.

any manner and was able to mobilize members and our lobbying strength in order to protect the interests of our members and patients. This was a true victory for chiropractic. Thank you to all who supported this accomplishment.

DWD Lower Extremity Guidelines - WCA alerted the Wisconsin Department of Workforce Development (DWD) to the practice of certain insurers who were intentionally misusing DWD guidelines to deny payment for care provided to patients involving lower extremities. DWD agreed with the WCA and sent a letter to insurers advising them that this practice was illegal. WCA acted as the regulatory watchdog, helping members.

SB 381 - WI Act 306 - Complex Rehabilitation Technology - Directs the WI Department of Health Services (DHS) to create a new set of Medicaid codes for care provided to complex needs patients. The bill requires a “qualified complex rehab technology professional” to be physically present. WCA was successful in getting an amendment that included chiropractors in the definition of qualified health care professionals, due to diligent work by the WCA Government Affairs Committee. This ensures that chiropractors can continue to provide care to patients in wheelchairs.

AB 834 - WI Act 288 - Test scores required for chiropractic licensure in Wisconsin. This bill sets the required National Board of Chiropractic Examiners (NBCE) test scores required for licensure in Wisconsin to 375. The WCA was neutral on this bill (did not oppose this legislation) because membership was split in terms of their opinions on the issue, and the WCA Board found no evidence or correlation to demonstrate a relationship between higher test score requirements and better, more successful real-world chiropractors. WCA’s neutrality allowed the bill to become law.



L-R – WCA Executive Director John Murray, Senate Majority Leader Scott Fitzgerald, and WCA President Dr. Gene Yellen-Shiring.

CT/CRT Course of Study Rule - WCA worked with the WI Chiropractic Examining Board (CEB) to draft a rule defining the course of study required to become licensed as a chiropractic technician in Wisconsin. Despite early discussions of requiring



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CTs to obtain over 70 hours of training, the WCA was successful in working with the CEB to get a final rule that requires only 12.5 hours to become a CT. The new rule applies only to newly licensed chiropractic technicians and went into effect in August 2018. WCA programs have already been reconfigured to meet the new rule.

Online Continuing Education Rule - WCA is currently working with the Chiropractic Examining Board (CEB) on a proposed rule to allow Wisconsin chiropractors to take a portion of their required continuing education hours online. This rule is still being considered by the CEB, and the WCA will continue to provide input on it to ensure quality and affordability.

UHC Withdraws Detrimental Reimbursement Policy Because of Pressure from Chiropractic Community

Pressure from Chiropractic Community - The WCA joined with the American Chiropractic Association (ACA), ChiroCongress, and other state chiropractic associations to rally support against a misguided change by United Health Care's denying treatment of headaches by chiropractors.



L-R - WCA President Dr. Gene Yellen-Shiring, Congressman Bryan Steil (R-Janesville), WCA Executive Director John Murray and WCA Lobbyist Tom Moore.

freedom of choice act of 2018 - by Rep. Erik Paulsen (R-MN-3). This legislation would allow Medicare beneficiaries to access the chiropractic profession's broad-based, non-drug approach to pain management, which includes manual manipulation of the spine and extremities, joint mobilization, soft-tissue massage techniques, physiological therapies, exercise instruction, and activity advice. The bill adds no new services; but it would provide full access to all of the Medicare benefits that chiropractors are licensed to provide.

TRICARE Coverage of Chiropractic - WCA leadership was proud to support the efforts of the American Chiropractic Association to secure introduction of legislation providing a chiropractic benefit care for military retirees, members of the National Guard



and Reserve. Pictured left is Wisconsin US Senator Tammy Balwin - author of the Chiropractic Health Care Parity for Military Beneficiaries Act - with WCA President Dr. Gene Yellen-Shiring and WCA Vice President Dr. Brenda Holland. This photo was taken in Washington, D.C.

during the ACA - National Chiropractic Leadership Conference. WCA leadership and chiropractors from around the country travel to Washington, D.C. annually to meet with federal lawmakers to promote pro chiropractic policies.

Building Strong Relationships with Elected Officials

Promoting chiropractic with elected officials requires having direct relationships with them and maintaining an ongoing dialogue about the issues affecting the professional.



State Senator Andre Jacque (pictured left meeting with NE Wisconsin area WCA members) - Andre Jacque was a strong supporter of chiropractic when he was a member of the Wisconsin State Assembly. The WCA supported him in his

campaign for the 1st Senate District to replace State Senator Frank Lasee (who retired). Senator Jacque was successful in his election bid and the WCA looks forward to working with him to promote pro chiropractic policies that ensure equal access to chiropractic care in Wisconsin.



State Senator Kathy Bernier - Kathy Bernier was also a strong supporter of chiropractic when she served in the State Assembly. Kathy Bernier was elected to the State Senate in fall of 2018 to represent the Eau Claire/Chippewa Falls area.

WCA looks forward to working with Senator Bernier on issues impacting chiropractic. Pictured above - WCA Board member Dr. Jennifer Waidelich, Dr. James Appel, Senator Bernier, Dr. Steven Bircher, and WCA Executive Director John Murray.



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RECRUITMENT AND RETENTION PROGRAMS

The Wisconsin Chiropractic Association has a long legacy of successes and advocacy which has been essential for the historic growth and acceptance of the chiropractic profession in our state.

In 1907 in La Crosse, WI, Dr. Shegataro Morikubo, with the help of B.J. Palmer, and State Senator and attorney Tom Morris, was acquitted of charges of practicing medicine without a license. Formed in 1911 in order to protect and promote the chiropractic profession, the Wisconsin Chiropractic Association has remained the strong advocate for Wisconsin chiropractors.

We have an obligation to the founders of the WCA, who 107 years ago, formed this association to strengthen the chiropractic profession. Our obligation is to continue to protect our profession, unite chiropractors in Wisconsin, and continue to build chiropractic successes. It is only through your membership, commitment, and volunteering that the WCA can continue to fulfill this mission.

This past year, we have experienced strong growth of our membership. We confronted numerous legislative and regulatory challenges, began ChiroU business development classes, visited with college students (photo below of WCA Board members meeting with Palmer students), enhanced educational opportunities, conventions, and improved membership benefits. We have district meetings with complementary continuing educational credits and have reached out to non-members across Wisconsin.



Looking ahead to 2019 we will be offering additional educational opportunities and conventions at new locations and are excited about partnering with the Foundation For Chiropractic Progress for educational and promotional material for public and patient education. Almost all of our members are deeply involved in their communities with service clubs, churches, community events, and other types of public service. This year we plan to recognize their contributions to their communities and acknowledge their commitment to promoting chiropractic.

The Wisconsin Chiropractic Association has been working on behalf of all chiropractors in this state for over 100 years. As a membership association, our mission, vision, and values are a reflection of the

values and ethical standards of our members. We exist to provide our members with the resources necessary to achieve professional, clinical, and economic success. Our ongoing goal is to build a strong and unified state association to continue serving this profession and the legacy of our founders.

We ask that if you are not a member that you consider joining as an investment in the future of our profession and your practice. As a member you can enjoy the benefits of practice resources, chiropractic news, regulatory updates, continuing education discounts, ChiroU business development, district meetings, help desk, plus savings on credit card processing, travel packages, office supplies, insurance plans, and have a listing in our online DC referral resource, just to name a few of the benefits.

More importantly and aside from these benefits, your membership is a statement of your commitment to this profession. Your membership is the best way invest in your future and the future of our profession.

We encourage you as a member of the WCA to stay involved and engaged. There are many ways to be involved such as:

- Join us at chiropractic college campus visits to meet and encourage students.
- Help plan and support our district meetings.
- Be a volunteer mentor.
- Help at conventions.
- Visit your local undergrad colleges and speak to students taking the pre-chiropractic courses.
- Invite non-members to join us at our district meetings and CE classes.
- Help us make phone calls to members and non-members.

The future of our profession and the future of our livelihood lies in the strength and unity of our association. To those who are already members, we thank you for your dedication and for caring about the chiropractic profession. If you know someone who is not a member, take a moment to talk to them about the value of WCA membership and the importance of having a strong state association. We are truly stronger together! - *Dr. William Spontak, WCA Membership Recruitment and Retention Committee Chair*



*WCA Membership and Program Director
Brenda Toler.*

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CONTINUING EDUCATION AND CONVENTION

Since 1911, the Wisconsin Chiropractic Association (WCA) has worked diligently to build chiropractic success in Wisconsin, including offering professional development and certification courses for DCs, CTs, CRTs, and clinic staff. We work hard to ensure that our members and non-members alike can count on high-quality continuing education courses to both satisfy their licensure renewal requirements and also as a means to learn and grow as professional health care providers in our state.

In 2018, the WCA Education and Convention team:

- Offered 530 total hours of continuing education.
- Attracted over nearly 1,800 total attendees to our quality courses.
- Expanded class offerings to all areas of the state with new classes being offered in Eau Claire, Steven's Point, and Wausau.
- Invested significant time and effort planning, negotiating, and delivering the 84 total classes (all approved by the Chiropractic Examining Board) that were offered to WI DCs and staff in the state.

We know here at the WCA that our chiropractic community appreciates the significant efforts made to ensure you have the highest quality continuing education options available. You can count on the WCA to provide high quality CE now and into the future. We'll see you there!

WCA EDUCATION AND CONVENTION COMMITTEE



Dr. Robert Anderson, DC is the WCA Education Committee Chair. (Dr. Bob) has 35 years of experience treating patients with spinal, joint, and muscle pain. He particularly enjoys helping patients with long-standing problems using a combination of chiropractic care and rehabilitation. Dr. Bob was born and raised in Wisconsin Rapids, Wisconsin. He attended Lincoln

High School, graduating in 1971, and married his wife Edna in 1974. He attended University of Wisconsin Stevens Point and Mid-state Technical Institute and received his associate degree in civil engineering in 1974. After the decision to change careers, Dr. Bob graduated in 1982 with his doctorate in chiropractic degree. He currently lives and practices in the Reedsburg area where he is active in an assortment of community

clubs and groups. Dr. Bob enjoys fishing and hunting with his family as well as farming his land. Dr. Bob owes his successes in life to his patients who continue to enjoy quality natural health care through chiropractic.



Jeff Sergent, DC is an experienced chiropractor and entrepreneur. He is the owner of "Muscle and Movement Therapy" in Cedarburg and also co-founded TRIBE MKE Kids, an organization providing active lifestyle programs promoting valuable life skills. He received his doctorate in chiropractic from National University of Health Sciences. He has continued his

education after graduation, focusing on integrating physical medicine and musculoskeletal rehab and holds a number of certifications.

Dr. Sergent is trained and certified in the Prague School of Rehabilitation, which emphasizes dynamic neuromuscular stability as a treatment and rehabilitation approach. Jeff enjoys biking, physical training, podcast listening, and exploring Milwaukee's restaurants and breweries.



Jason Mackey, DC is an experienced chiropractor, having been in practice for 13 years. Dr. Mackey graduated with honors from the Palmer College of Chiropractic in 2005. Recently, Dr. Mackey has relocated to the Madison area, practicing at the East Washington LSM location. In his free time, Dr.

Mackey is active in the community, participating as team chiropractor for the University of Wisconsin-Badgers and well as the Madison Mallards baseball team.



Andrea Murray joined the WCA as Education and Convention Manager in 2017, bringing 10 years of meeting planning experience to her position at WCA. Andrea lives on the west side of Madison with her husband and two active teenage boys. In her spare time she loves drawing, painting, walking the dog, and hanging out at cross country meets.

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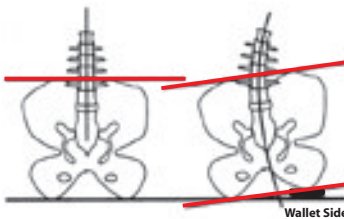


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Wisconsin Chiropractic Association

2019 EXPRESS CONVENTION (New)

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2019 SPRING CONVENTION

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President's Message

Dr. Gene Yellen-Shiring - WCA President



Successful organizations continually evaluate their strategic focus. The Wisconsin Chiropractic Association has been in existence for over 100 years because it has always been a fierce advocate for its members and the chiropractic profession. It has also benefitted from leaders who made sure that the organization

maintained a strong strategic focus.

The WCA Board of Directors and staff have spent the past year evaluating our strategic focus. This involved looking at everything from core membership services, membership outreach, recruitment and retention programs, education and convention offerings, to improving the products and services we offer. We also looked at ways we can better promote the value of chiropractic care with the public, policy makers, and the media. This work is paying off. Our membership is growing, our education programs are fresh and clinically relevant, and our member services are valued. Most importantly, we are making progress in promoting the value of chiropractic care as an alternative to pharmacological treatments with the right audiences – health systems, insurance plans, the media, and policy makers – both state and federal. Positioning chiropractors to be the go-to health care provider for neuromusculoskeletal health issues is the central focus of the WCA under my leadership.

We also took some time to refresh our mission, vision, and core values (see adjacent page). These statements speak to the values we espouse as an organization and the values we ask our members to embrace.

This edition of the *Wisconsin Chiropractic* magazine is dedicated to sharing our strategic focus going into 2019 while summarizing everything we accomplished as an organization in 2018. Every nonprofit association president wishes they could accomplish more, but overall I am proud of the work we have done to serve our members and advance the chiropractic profession.

Pictured below is the WCA Board of Directors working during one of our board meetings. I want to personally thank each one of them for their leadership and for volunteering time away from their clinics and families to make the WCA an effective organization and building a successful future for chiropractic in Wisconsin.



*On behalf of the WCA Board of Directors, staff, and myself,
thank you for being a valued WCA member and have a healthy,
happy, and prosperous holiday season.*





Mission:

To advance the chiropractic profession and empower our members to better serve their patients, their communities, and each other.

Vision:

Positioning Wisconsin chiropractors as the preferred provider of musculoskeletal patient care and educating the public, policy makers, and payers on the clinical, economic, and public health value of chiropractic care.

Values:

The Wisconsin Chiropractic Association is committed to:

- ★ Providing its members with the resources to achieve professional, clinical, and economic success.
- ★ The highest standards of ethical conduct.
- ★ Building a sustainable, unified, and effective state association that ensures a successful future for the chiropractic profession.
- ★ High quality, patient-centered care through collaboration with other health care providers and payers.



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insights
FROM CHIRO-U

WHY REINVENT THE WHEEL?

WHEN YOU HAVE SO MANY
RESOURCES AT YOUR FINGERTIPS!

One of the biggest mistakes that chiropractors make is trying to do everything themselves, in many cases to "save money". Tapping into existing resources specializing in what you need to know will save you time, which in turn saves you money and allows you to do what you do best - chiropractic care!

**START utilizing your resources &
STOP re-inventing the wheel.**



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SPECIAL DISCOUNT TO WISCONSIN CHIROPRACTIC ASSOCIATION MEMBERS FOR OUR SERVICES

With more than seven thousand medical practitioners as clients, Legally Mine is the most experienced and successful full service asset protection company in the nation.

The most important asset you own is your medical license as it is the key to your earning power.

We will show you how to keep your name off of the NPDB and protect your earning power now and into the future.

Making money is of little value if you don't get to keep it. Two of the largest drains on the money you earn are lawsuits and taxes.

We can teach you how to eliminate any losses from lawsuits and the accompanying legal fees.

We will also show you how to reduce the cost of your income tax through innovative approaches very few people are even aware exist.

A small investment of your time and attention will pay a lifetime of dividends and keep more of the money you earn right where it belongs—IN YOUR POCKET.

For More Information contact Stephen Broadley, Executive Director
801-899-1353 | sbroadley@legallymineusa.com

Insurance Experts Only A Phone Call Away

The Wisconsin Chiropractic Association and their corporate partner, Benefit Advisors Insurance Agency, are teaming up to assist valued WCA members with all of their insurance needs.

Both partners are working diligently to prepare an exclusive association health plan for the near future. Meanwhile, members will have access to Benefit Advisors services and expertise.

Who is Benefit Advisors Insurance Agency?

Benefit Advisors Insurance Agency is a licensed insurance broker in Wisconsin. We are a member of the Wisconsin Insurance Guaranty Association.

Additional products offered by Benefit Advisors Insurance Agency include:

DENTAL • VI • LI • PROPERTY & LI • VOLUNTARY PRODUCTS

A New Health Care Option

WPS I
av
pl

- 16 health plans t
- wellness program wi
- ACA compliant - e,
- PPO networks
- Telemed
- diabetic testing s
- 2 + enrolled subscribers (down t



Who can I contact with questions?

Wisconsin Chiropractic Association
Br
bt

Benefit Advisors Insurance Agency
Br
1825 Suns
PH:
br
Hour

WCA Help Desk Resources

wcahelp@wichiro.org | 608-256-7023

2019 MEDICARE PHYSICIAN FEE SCHEDULE

PROCEDURE CODE	PARTICIPATING AMOUNT	NON-PARTICIPATING AMOUNT	LIMITING CHARGE*
98940	\$27.86	\$26.47	\$30.44
98941	\$40.67	\$38.64	\$44.44
98942	\$52.56	\$49.93	\$57.42

*By law, the limiting charge only applies to Medicare Non-Participating providers who do not accept assignment on a claim.

In November, CMS released its Final Rule for the 2019 Medicare Physician Fee Schedule (MPFS). The amounts above were verified on our Medicare contractor's website (ngsmedicare.com) and are effective Jan. 1, 2019.

In 2019, the annual Medicare Part B deductible will be \$185 (an increase of \$2 from 2018).

Sequestration (2% reduction on covered charges) remains in effect until at least 2025 and takes place once the beneficiary has satisfied his/her deductible.

What about the E.H.R. and PQRS Payment Penalties? -----

2018 was the last year for the E.H.R. and PQRS penalties. Those programs were wrapped into MIPS (Merit-based Incentive Payment System) in 2017. 2019 is the first payment adjustment year for MIPS. For the time being, many chiropractors will be exempt from MIPS, and its associated payment penalties.

In 2017, those who were considered eligible for MIPS must bill \$30,000 or more in Medicare Part B allowed charges and provide care for 100 or more Part B-enrolled Medicare beneficiaries. If you were eligible to participate in MIPS in 2017 and did not, expect to see a negative 4% adjustment to covered charges in 2019.

Check your eligibility -----

To check your eligibility to participate in MIPS on an annual basis, visit <https://qpp.cms.gov/participation-lookup>

Please contact the WCA Help Desk with questions at wcahelp@wichiro.org or 608-256-7023.

WCA Help Desk Resources

wcahelp@wichiro.org | 608-256-7023

MEDICARE: UNDERSTANDING THE DIFFERENCE BETWEEN NON-PARTICIPATING AND OPTING-OUT

When it comes to chiropractic and treating Medicare patients, the time has come to make some big decisions for you and your practice. In the final six weeks of every calendar year, chiropractors may elect to be Par or Non-Par providers. Don't confuse this with the ability to opt out of Medicare, a luxury not afforded to chiropractors and a select few other health care providers (Noridian Healthcare Solutions, 2018).

Before making a decision on your status with Medicare, it is of the utmost importance that you understand your rights and responsibilities when it comes to your provider status.

Participating Providers (Par) accept Medicare and always take assignment. Taking assignment means that the provider accepts Medicare's approved amount for health care services as payment in full. You are required to submit a claim to Medicare. Medicare will process the claim and pay you directly. The benefits for Medicare patients seeing a participating provider, include paying a 20% coinsurance for their covered services (98940, 98941, 98942).

Non-participating Providers (Non-Par) accept Medicare but do not agree to take assignment in all cases. This means that you have signed up with Medicare and can treat Medicare patients, but you cannot accept your regular fee and may only collect the limiting charge from the patient. You will bill Medicare the limiting charge and they will reimburse the patient, 80% of the non-par allowance (assuming the deductible has been met).

Opt-Out Providers (Chiropractors CANNOT opt out) do not accept Medicare at all and have signed an agreement to be excluded from the Medicare program. They can charge whatever they want for services but must follow specific rules to do so. Medicare will not pay for care received in a provider's office that has opted out, except in emergencies, which puts the responsibility of payment solely on the patient. The provider must provide a contract describing the charges in their office and obtain a signature from the patient that they are aware they are responsible for the full cost of care without reimbursement from Medicare.

It shouldn't be surprising that this is also the time of year when we receive the most calls from providers looking for ways to circumvent Medicare and "opt out" without the actual ability to opt out, because so little of what we do is covered. The reality is that we won't win the fight on either front if we continue to see reports published from the Office of Inspector General (OIG) on improper payments for chiropractic services for services that are deemed not medically necessary. Unfortunately, when a chiropractor doesn't respond to the request for records, it automatically is considered not-medically necessary!

Why should we be given the benefit of more covered services for our patients, when CMS's Comprehensive Error Rate Testing (CERT) program shows chiropractic as having the highest improper payment rates among Medicare Part B providers? From fiscal years 2010 through 2015 (includes claims from April 1, 2009, through June 30, 2014), the improper payment rate ranged from 43.9% to 54.1% and the estimated overpayments ranged from \$257 million to \$304 million (OIG U.S. Department of Health and Human Services, 2018).

We must work diligently to understand Medicare's rules for chiropractic billing, coding, and documentation. We'll likely see the OIG continue to put pressure on CMS to prevent further fraud, waste, and abuse and protect the Medicare Trust Funds. So, until we improve our own understanding of Medicare compliance in these areas and quit trying to circumvent the system, we will continue to see increased audits directed at our profession. If you are looking for webinars that help clear up the confusion on Medicare, visit www.chirohealthusa.com/webinars/

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.

ChiroHealthUSA
The Network That Works for Chiropractic!

www.chirohealthusa.com

EXPRESS CONVENTION: FEB 23-24



EXPRESS CONVENTION

“SPRING INTO SPORTS”

SAT FEB 23 - SUN FEB 24

Hilton Garden Inn Wausau, 2101 North Mountain Road, Wausau

HOTEL ACCOMMODATIONS

A block of rooms is set aside at Hilton Garden Inn Wausau until February 1, 2019. The rate is \$129 per night* for Friday, Feb 22 and Saturday, Feb 23. Call Hilton Garden Inn at 715-298-5775 to book your room and be sure to mention Wisconsin Chiropractic Association. *Subject to change.

EXPRESS CONVENTION - SEMINARS

DOCUMENTATION WORKSHOP: Auditing Actual Notes From Your Clinic

– 4 CE DC/CT

The US Department of Health and Human Services Office of the Inspector General has confirmed that poor documentation by doctors of chiropractic is the leading cause for increased audits. This class, provided in cooperation with the WCA Help Desk, will include tips to develop bulletproof clinical documentation, and outline the critical steps necessary to achieve practice protection, minimize rejection and maximize reimbursement, using examples from right here in Wisconsin. Up to 25 Doctors will have the unique opportunity to submit documentation samples 30 days in advance of the class, to be audited by Dr. Chris. Audits presented to the class will be completely anonymous. Don't miss this opportunity to be part of the “first ever” class of this kind. Further details will be provided upon registering.

Sat Feb 23, 8am-12pm

Instructor: Chris Anderson, DC, MCS-P

CHIROPRACTIC MANAGEMENT OF RUNNING INJURIES – 4 CE DC

This course will provide the practicing chiropractor with insights into running injuries, focusing on the assessment and management of these injuries. Special attention will be given to gait biomechanics and their link to common injuries. Management options will highlight soft-tissue treatments as well as neurologic and structural techniques to create more efficient movement.

Sat Feb 23, 8am–12pm

Instructor: Zach Shiels, DC

“BEST PRACTICE” EVIDENCE FOR MANAGING LOW BACK PAIN – 4 CE DC

Review the most clinically relevant biomechanics, assessment and treatment for the conditions responsible for LBP. Attendees will learn how to direct treatment based upon a specific diagnosis and classification to improve their outcomes dramatically. Attendees will leave this class with practical, evidence-based skills for managing the “continuum of low back pain.”

Sat Feb 23, 1pm–5pm

Instructor: Tim Bertelsman, DC, CCSP, DACO

Sponsored by Chiro Up

EXPRESS CONVENTION: FEB 23-24

PEDIATRICS FOR THE DOCTOR OF CHIROPRACTIC: Management Of Common Pediatric Sports Injuries & Extremity Conditions – 8 CE DC

Dr. Hewitt will provide a comprehensive discussion of the chiropractic management of common sports injuries and extremity conditions in the pediatric population, including details of diagnosis (appropriate anatomy, history, examination and imaging) and treatment (in-office, home care and rehabilitation). Dr. Hewitt will demonstrate extremity adjustments that are unique to the pediatric patient, utilizing video clips of treatment sessions from her office. Her goal is to enable attendees to be comfortable and effective when managing common sports injuries and extremity conditions in pediatric patients, through the acute, post-acute and rehabilitative phases of healing.

Sat Feb 23, 8am-12pm & 1pm-5pm

Instructor: Elise G. Hewitt, DC, DICCP, FICC
Sponsored by NCMIC

INTEGRATING ATHLETIC TRAINING PERFORMANCE & CHIROPRACTIC PRACTICES – 4 CE DC

Interprofessional collaborations have the capability to provide powerful results that benefit the patient and expose clinical professionals to experiences and ideas they may not have otherwise realized. In this session Dr. Kyle Boland, DC and Joel Luedke, ATC will present the building of their collaborative relationship for the care and performance of intercollegiate athletes. This course will expose you to the chiropractic adjustment and its integration with soft tissue therapy, movement training and functional screening, all based on the principles of Dynamic Neuromuscular Stabilization (DNS).

Sat Feb 23, 1pm–5pm

Instructors: Joel Luedke, BS, MS, ATC; and Kyle D. Boland, BS, DC

Sponsored by Clinically Pressed

IN-OFFICE CHIROPRACTIC MANAGEMENT OF THE POST-CONCUSSIVE CHILD – 4 CE DC

Dr. Hewitt will present an in-depth discussion of in-office evaluation and co-management of the post-concussive pediatric patient. Dr. Hewitt will discuss common signs

and symptoms of mild traumatic brain injury (MTBI), and how to recognize when immediate medical attention is needed. Included will be discussions of appropriate short and long-term management, including detailed return-to-school and return-to-play guidelines. Online resources will be provided, so the practitioner can stay abreast of the latest developments in this quickly maturing field.

Sun Feb 24, 8am–12pm

Instructor: Elise G. Hewitt, DC, DICCP, FICC
Sponsored by NCMIC

COMBINING DISCIPLINES IN TREATMENT AND PERFORMANCE – 4 CE DC

Treating complex injuries while minimizing time loss is the ultimate goal of healthcare practitioners. Combining multiple disciplines, treatment modalities, and philosophies into an integrated plan for a patient can yield high levels of success while minimizing the timeline for safe return to play. Kyle Boland, DC and Joel Luedke, ATC will discuss treatment and rehab interventions for common athletic injuries and provide practical demonstrations. Based on Dynamic Neuromuscular Stabilization (DNS) principles and performance training, you will gain confidence in the complete care of the athletic patient.

Sun Feb 24, 8am–12pm

Instructors: Joel Luedke, BS, MS, ATC; and Kyle D. Boland, BS, DC

Sponsored by Clinically Pressed

MASTERING THE ROTATOR CUFF: Hands-On Workshop For Evaluation And Management - 4 CE DC

Rotator cuff injuries 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 training. This practical, 4-hour workshop outlines everything attendees need to know about successfully treating rotator cuff pathology. This hands-on workshop will review the current “best practices” for evaluation, treatment and home rehab. Attendees will leave this class with greater understanding and confidence about how to manage the most common problem to affect the shoulder.

Sun Feb 24, 8am–12pm

Instructor: Tim Bertelsman, DC, CCSP, DACO
Sponsored by Chiro Up

MINI SPRING CONVENTION: MAR 21-24



MINI-SPRING CONVENTION

“SPRING INTO SPORTS”

THUR MAR 21 - SUN MAR 24

Milwaukee Marriott West, W231N1600 Corporate Ct., Waukesha

HOTEL ACCOMMODATIONS

A block of rooms is set aside until February 28 at Milwaukee Marriott West at a rate of \$104 per night* for Thursday, March 21 and Friday, March 22. A few rooms are also set aside for Thursday and Sunday Class Participants on Wednesday, March 20 and Saturday, March 23. Call the Marriott at 800-228-9290 to book your room and mention Wisconsin Chiropractic Association. *Subject to change.

PRACTICAL APPLICATIONS OF MCKENZIE METHOD® OF MECHANICAL DIAGNOSIS AND THERAPY® - 4 CE DC

This lecture provides an introduction to McKenzie Method® of Mechanical Diagnosis and Therapy® (MDT), a system of assessment, classification, treatment & prevention of musculoskeletal disorders that is safe, reliable, valid, predictive and evidence based. The assessment incorporates repeated test movements in various planes and static positions to determine the direction in which a patient needs to move and with how much force (based on centralization of symptoms and changes to obstructed movement). For patients who are in too much pain or have contraindications to being adjusted, McKenzie Method offers safe and effective treatment protocols.

Fri Mar 22, 8am-12pm

Instructor: Jonathan R. Soltys, DC, MS, Cert.MDT

CHIROPRACTIC NUTRITION MODULE 3 - 12 CE DC, 12 NUTRITION

Thu Mar 21, 8am-5pm

Fri Mar 22, 8am-12pm

Exam 12pm-2pm

Instructor: Chad Oler, ND

Sponsored by NutriDyn

INTRODUCTION TO DYNAMIC NEUROMUSCULAR STABILIZATION (DNS) - 4 CE DC

Developed by Professor Pavel Kolar of the Prague School, Dynamic Neuromuscular Stabilization is based on developmental kinesiology and the integration of both neurophysiological and biomechanical principles. Participants will gain an understanding of the basic principles of developmental kinesiology and the relationship between development during the first year of life and dysfunction of the locomotor system in adulthood. Discuss and demonstrate the basis of human movement: support, stepping forward, the biomechanics of motor function, the verticalization process & functional joint centration in postural development. Doctors will leave able to integrate corrective exercises based on the DNS functional tests.

Fri Mar 22, 1:30pm-5:30pm

Instructor: Alex Earl, DC

Sponsored by Midwest Rehab Institute

MINI SPRING CONVENTION: MAR 21-24

CLINICAL POSTURE ASSESSMENT, THERAPY AND EXERCISE - 12 CE DC/CT

We live in a tech-driven society suffering an epidemic of worsening neck and back pain, in a time where opioids and pain medications are in increasing disrepute. It's time for chiropractors to stand tall as posture specialists, educating people on intelligent habits for modern life. From promoting posture awareness to teaching individualized posture exercise programs, you'll learn to position yourself in an evidence congruent, posture-centric framework. Learn StrongPosture® rehab exercises that systematically retrain sensory-motor error towards accurate symmetry of control. Approved CE for DCs and CTs. CTs must be certified in Exercise Rehab before taking this course.

Fri Mar 22, 1:30pm-5:30pm
Sat Mar 23, 8am-5pm

Instructor: Steven Weiniger, DC
Sponsored by Posture Zone

EVALUATION & MANAGEMENT OF THE MOST COMMON UPPER EXTREMITY DISORDERS - 4 CE DC

Management of non-spinal conditions can range from frustrating to rewarding depending on the depth of the providers training. Dr. Steele will present a practical, 4-hour workshop demonstrating the essential skills for successfully treating the most common extremity complaints. This workshop will review current "best practices" for evaluating, treating, and directing simple in-office or home-based rehab for the most common problems outside of the spine.

Sat Mar 23, 8am-12pm

Instructor: Brandon Steele DC, FACO
Sponsored by Chiro Up

EVALUATION & MANAGEMENT OF THE MOST COMMON LOWER EXTREMITY DISORDERS - 4 CE DC

This practical presentation reviews the essential skills for successfully managing the most common lower extremity complaints, presenting current "best practices" for evaluating, treating, and directing simple in-office or home-based rehab. Attendees will leave this class with greater understanding and confidence about how to manage the most common problems affecting the hip, knee, foot, and ankle.

Sat Mar 23, 1pm-5pm

Instructor: Brandon Steele DC, FACO
Sponsored by Chiro Up

CHIROPRACTIC MANAGEMENT OF RUNNING INJURIES - 4 CE DC

Gain valuable insights into running injuries, focusing on the assessment and management of these injuries. Special attention will be given to gait biomechanics and their link to common injuries. Management options will highlight soft-tissue treatments as well as neurologic and structural techniques to create more efficient movement.

Fri Mar 22, 8am-12pm

Instructor: Zach Shiels, DC

ADVANCED BIOMECHANICAL TESTING & TREATMENT FOR THE ACTIVE PATIENT - 4 CE DC

Dr. Smith runs a successful practice in Jacksonville, Florida and is especially passionate about preventative musculoskeletal care and the role that proper foundational support plays in improving health and maintaining a pain-free lifestyle. In his seminar, Dr. Smith walks doctors through the importance of taking care of the kinetic chain through acute and non-acute protocols. In this 4-hour course, participants will delve deeper into fascia, gait analysis, gait cycle terminology, the anatomical and kinetic makeup of the body, kinetic chains, and the biomechanical and clinical significance of each of these for your patients. Leave with practical applications for your clinic, including postural evaluation, interactive gait assessments, custom orthotic assessment and intervention.

Fri Mar 22, 1:30pm-5:30pm

Instructor: Alan C Smith, DC, FICPA
Sponsored by Foot Levelers

CHIROPRACTIC NUTRITION MODULE 4 - 12 CE DC, 12 NUTRITION

Sat Mar 23, 8am-5pm
Sun Mar 24, 8am-12pm
Exam 12pm-2pm

Instructor: Chad Oler, ND
Sponsored by NutriDyn



Loren Martin
WCA Member
Licensed Broker

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Wisconsin Practices For Sale

- North of Hudson. Vibrant community on Hwy 35. Established 20 yrs. Located in attractive 1,456 sq. ft. prof bldg. on prime corner lot. Fully equipped. Exceptionally low overhead. Practice & bldg priced to sell at only \$164,900. Excellent financing available.
- Beloit. Located in prime lease location off I-90. Div./Manual and instrument adjusting. Established 1975. Active patient base, profitable, fully equipped, 7 yr old x-ray. Health forces sale. Asking only \$22,000.

Pending Sale!

Sheboygan

Recent Sales!

- South of Janesville
- Oshkosh
- Stevens Point

CLASSIFIEDS

EQUIPMENT FOR SALE – HAYWARD

Reconditioned Lloyd Galaxy Hylo N/S P Frame hgt. 22" – excellent condition

Tilt elevation headpiece w/adjust face cushions, forward and toggle manual cervical drops, spring breakaway chest-pelvic tilt, and pelvic drop-adjust ankle relaxer.

Paid \$6,600 **Asking \$5,000**

Pettibon Negative Z-never used

Lower cervical spine extension adjusting, Y and Y/A adjusting, Lateral skull on atlas adjusting, extremity adjusting [knee & foot, etc.]

Paid \$400 **Asking \$200**

Both items located in Hayward, WI

Ryan T. Hansen, D.C. 715-934-3344

Email: office@hansenchiropractic.net

ASSOCIATE WANTED – DE PERE

Well-established clinic is now hiring an associate doctor who solely utilizes the Gonstead system. Practice is in a state-of-the-art facility and excellent area to live. Position provides the opportunity to refine your knowledge of the Gonstead system and systems for running a successful chiropractic business. Our mission is to get 80% of the population under chiropractic care. Benefits include malpractice insurance, vacation, holidays, and \$250/year allowance for continuing education. To apply, please email your resume and cover letter to ndelorey@deloreychiropractic.com. DeLorey Chiropractic Clinic, 1488 Mid Valley Drive, De Pere, WI 54115. www.deloreychiropractic.com.

CHIROPRACTIC TECHNICIAN WANTED –DE PERE

Well-established clinic is now hiring a chiropractic technician. We are ideally looking for someone who is certified to take x-rays or has completed their training to take X-rays. Practice is in a state-of-the-art facility and excellent area to live. This position provides the opportunity to refine your knowledge of taking X-rays. Benefits include paid vacation, paid holidays and excellent ongoing training. To apply, please email your resume and cover letter to ndelorey@deloreychiropractic.com. DeLorey Chiropractic Clinic, 1488 Mid Valley Drive, De Pere, WI 54115. www.deloreychiropractic.com.

R-E-L-A-X DOC FOR A DAY HAS YOU COVERED

All our doctors are licensed, insured, and have at least three years' experience with background checks. Free introductory meeting. Full- and half-day rates without any sneaky extras. Call 847-367-9641 or daleslachman@gmail.com docforaday.com.

ASSOCIATE DOCTOR WANTED SOUTHEAST WISCONSIN

Southeast Wisconsin clinic in Waukesha County established over 30 years seeks motivated individual to join our staff. The right individual will have the opportunity for ownership once his/her practice is established. The current Dr. seeks to retire within 5-7 years. New or recent graduates are encouraged to apply, but we will gladly welcome experienced providers looking for a change. We primarily utilize manual adjusting techniques and offer a wide range of therapeutic modalities and massage therapy. The clinic has a very friendly and skilled staff to assist you in your practice growth. To arrange a confidential interview, please submit a resume and cover letter to newberlinchiro@gmail.com.

PRACTICE FOR SALE - BELOIT

Health forces sale. Priced for immediate sale at only \$22,000. Exceptional lease location. Established 40+yrs. Fully equipped. Large active patient base. Seller assistance for smooth transition. Contact Loren Martin, Practice Op Inc., 952-953-9444. martin@practiceop.com.

LASER/LIPO MACHINE FOR SALE

Need to generate extra income in the practice?

Use Body Light Laser machine for reducing body fat in waist, hips, and underarms with infrared light. Procedure takes 15 minutes. Clients can expect to lose 5-7 inches in 10-12 treatments.

Unit costs over \$30,000 new; on sale now for \$10,000.

Excellent money maker for your practice. Comes with 8 light paddles, controller box, and related materials. Preview available at www.midwestbodysolutions.com.

Call Dr. Joe Johniqr at 309-868-4143 or email: drjohniqr@aol.com for more information. Located near Peoria, IL.

FOX CITIES OPPORTUNITY

We are looking for a motivated and caring doctor of chiropractic to join our multi-doctor health care facility in the Appleton area. Opportunity for a chiropractor to have their own business but share expenses with multiple well established doctors. Walk in ready place to practice with staff, electronic records, and digital X-ray. Call for more details. 920-475-7735.

ASSOCIATE DOCTOR POSITION AVAILABLE

We are seeking a motivated and community-minded doctor of chiropractic for an associate position in a busy multi-disciplinary facility with ownership and/or corporate wellness opportunity. Expanding 20+ established integrative chiropractic clinic in a beautiful Wisconsin community. Applicant must have exceptional communication skills and desire to thrive with an aspiration to grow while working with a progressive support staff. Please take a look at our website at www.dranielmurray.com to become more familiar with all that Lake Country Health Center currently offers.

To schedule a confidential interview, please submit your resume and cover letter to: drmurray@bizwi.rr.com or fax to 262-646-5803.

PRACTICE FOR SALE-SHEBOYGAN

Solid family referral practice established 11 years. Well equipped. Steady, profitable growth. 40% cash, 60% insurance mix. Skilled staff. Doctor selling due to relocation with spouse. Priced to sell. Contact Loren Martin, Practice Op Inc., 952-953-9444. martin@practiceop.com.

PRACTICE FOR SALE 45 MILES NORTH OF HUDSON ON HWY. 35

Established 20 years. Located in 1,456 sq ft prof bldg on prime corner lot. Fully equipped. Exceptionally low overhead. Practice and building priced to sell at only \$164,900. Financing available. Contact Loren Martin, Practice Op Inc., 952-953-9444. martin@practiceop.com.

CLASSIFIEDS

POSITION WANTED – ANTIGO

Our busy facility is dedicated to providing top-quality care to our patients of all ages. We have an opening for an associate doctor to join our practice. We need someone who will be fully committed to their position and the expansion of our clinic and services. This is an excellent opportunity for a chiropractor who wants to be involved in a dynamic and highly successful clinic. We are a preferred provider with all insurance networks and have a great referral relationship with local providers. Please direct all inquiries to Rob Jaworski at rob@antigochiro.com or call 715-623-2123.

EQUIPMENT FOR SALE

Interested in some equipment at a great price?

- Power Plate Pro 7 - \$6,500
- Synergy Station - Includes all brackets, balls, bands, etc. - \$1,200
- FMS Kits [2] - \$75 each
- Table - \$125

Contact the Absolute Chiropractic & Wellness at 262-925-2892 or email us: info@dramyfoerster.com.

ASSOCIATE WANTED - JANESVILLE

Van Roo Family Chiropractic is looking for a qualified associate doctor to join our busy family practice in Janesville, WI. We are a 16-year established wellness-based practice with two doctors (one pediatric diplomat) and four staff. We have relocated to a new building within the past year. We are looking for a doctor with a strong work ethic, values, and personality. We will provide training and competitive compensation. Visit our website at vanroofamilychiropractic.com and send your resume and/or call if you are interested in joining our team. Email: ryanlaurawatt@hotmail.com Phone: 608-751-3124 .

SOUTHEASTERN WISCONSIN

We are looking for a motivated and caring doctor of chiropractic to join multi-clinic, multi-specialty health care facility. Open to associate or contract positions, full or part time. Must be personable and ready to take on an existing patient base. Clinics are 50/50 insurance and cash mixed with a large amount of people coming in for their "regular" checkup. Must be proficient in manual adjusting, muscle techniques, and open to other treatment techniques and modalities as well as inter-referral. Please send resume to artofwellnesschiro@sbcglobal.net.

PRACTICE RELIEF COVERAGE

Why stress out when you need or want to be away from your practice? I can step right in. Short or long term. My name is Dr. James Neuber. I have 27 years of practice experience. I am familiar with most techniques, therapies, and software programs. I have excellent references.

Call or email me at 414-333-5674 or Bonesdude37@aol.com.+

UPPER CERVICAL PRACTICE FOR SALE – MADISON

Opportunity for full-time associate chiropractor who has an interest in purchasing the practice. This is a well-established, referral-based, waiting-list practice in a modern facility. New owner will start with a six-figure income. I will stay for transition.

Madison has been rated as a #1 place to live by *Money Magazine*. If you like outdoor activities like biking, hiking, canoeing, kayaking, fishing, hunting, golfing, and more, you'll love it here! It's a great place to raise kids. Please call 608-609-7071.

FULL-TIME CHIROPRACTORS NEEDED

Chiro One Wellness Centers are seeking chiropractors to support their geographic growth in MILWAUKEE, WISCONSIN. Our average clinic director in 2017 took home over \$220,000 practicing as a Subluxation-Center + Active Rehab chiropractor. We have IMMEDIATE OPENINGS for our paid Fellowship training leading to an opportunity of becoming one of our prestigious clinic directors in the MILWAUKEE area.

Contact: Dr. Narmda Kumar D.C.

Email: narmda.kumar@medullallc.com

Phone: 224-888-1270

FULL-TIME ASSOCIATE DOCTOR - APPLETON

Ascend Chiropractic Institute in Appleton, WI is seeking to hire a full-time associate doctor to join our amazing team of doctors. Strong adjusting skills and excellent provider to patient communication a must. Please send resume to drreineking@aascendchiro.com. ALSO accepting resumes for chiropractic assistant! Technician preferably licensed for therapy and X-ray (will train right candidate). Multi-tasking is a must as all CA/CTs perform patient care as well as reception duties. Send resume to leigh@aascendchiro.com. We are searching for applicants with outgoing, compassionate personalities that are detail oriented with a drive to grow and learn in a team atmosphere.

ASSOCIATE CHIROPRACTOR WANTED – FOND DU LAC

Bauer Chiropractic, LLC located in Fond du Lac has been in operation for 20 years and is seeking a full-time chiropractor. We are an efficient, fast-paced, and continually growing practice that is in need of a doctor. We offer traditional chiropractic with use of many modalities, rehab, digital X-ray, and some nutritional consultation. Days/hours to be discussed. Very competitive base salary plus bonuses based on performance; 401k, paid holiday/vacation & profit sharing. Potential health insurance. Ideal candidate: looking long term, enjoys working hard, strives for personal & professional growth with work-life balance. Email resume to: drbauer@bauerchirofdl.com.

DOC FOR A DAY! IS HIRING PART-TIME CONTRACTORS TO PERFORM OFFICE COVERAGE WORK

Great pay, flexible hours, and valuable learning experiences. Must be licensed, have malpractice insurance, transportation, and have graduated at least three years ago. Call 847-367-9641 or e-mail daleslachman@gmail.com with resume.

PRACTICE COVERAGE

Hello, I am Dr. Charisse Kenny-Huston with Concierge Mobile Chiropractic & Wellness. I am a fully licensed & insured, second-generation D.C. Twenty-seven + years of practice excellence coupled with unbeatable customer service provides peace of mind for you while you are away. Short- and long-term assignments are available. I look forward to meeting you soon. Reserve your coverage now! Call today! 920-383-1036 or Charisse@drcharisse.com.

CLASSIFIEDS

ASSOCIATE CHIROPRACTOR WANTED-MANITOWOC

This state-of-the-art clinic is the largest chiropractic clinic in Manitowoc and established for nearly 20 years. This is a fast-paced, multidisciplinary rehab clinic that also holds strong to roots of chiropractic philosophy and cherishes family care. Hours: M-W, F 7am -5pm and T, TR 7am-12Noon. Base salary is \$63K plus bonus with an average annual compensation equaling \$75k. We also offer: health insurance, 401K retirement, paid holiday/vacation. If you want to work hard for a great team and get compensated fairly with vast growth opportunities, this may be the clinic for you! Email resume: drjheimerl@hotmail.com or call: 920-905-2331.

PRACTICE FOR SALE IN NORTHCENTRAL WISCONSIN

How would you like to own a six-figure income practice? Our well-established practice in Antigo, Wisconsin offers great fishing, hunting, and golfing in the community. We are preferred providers for insurance companies in our community, which includes Aspirus and Security Health Networks. Office is set up with ChiroTouch software. The practice includes digital X-ray. This is a great opportunity for a doctor to purchase their own practice, including the chiropractic building. All this can be yours...Please email: BGGoldsworthy1@cfl.rr.com or call 715-573-3224 / 715-573-3222.

ASSOCIATE CHIROPRACTOR WANTED - DE PERE/GREEN BAY AREA

Van Drisse Chiropractic Center, LLC is currently seeking a full-time chiropractor or student soon to graduate for our large and growing 20+ year practice in De Pere/Green Bay, Wisconsin. This is an excellent opportunity for a chiropractor who wants to be involved in a dynamic and highly successful clinic. Our professional staff, includes chiropractic technicians, full billing staff, experience reception staff and full-time massage therapy. Our office is state-of-the-art including digital X-ray, eight adjusting rooms, DOT physicals room, and a rehabilitation area. For more information, please forward your resume to drvands@yahoo.com.

INDEPENDENT CONTRACTOR WANTED - WAUPACA

We have an immediate opening for an independent contractor to join our busy practice. We are a wellness-based pregnancy and pediatric practice. Our focus is on holistic health care and nutrition. We are cash-based and take minimal insurance. We have a three-week waiting list and are looking for the right doctor to come in and grow their business with us. We are open to any techniques and specialties! Please send resume to Dr. Alyssa at dralysabrooksmcpeak@gmail.com.

WANTED - PART-TIME CONTRACTORS FOR RELIEF COVERAGE

Doc For A Day! Is hiring part-time contractors to perform office coverage work. Great pay, flexible hours, and valuable learning experiences. Must be licensed, have malpractice insurance, transportation, and have graduated at least three years ago.

Call 847-367-9641 or email: daleslachman@gmail.com with resume.

MULTI-DOCTOR CLINIC LOOKING FOR DOCTOR IN SOUTHWEST WISCONSIN

Excellent opportunity in southwest Wisconsin for the right doctor. We are a well-established multi-doctor clinic. We have a need for a motivated and team-minded doctor looking for a longer-term position. A new hire can look forward to a busy schedule as we have a waiting list practice. Our doctors find our clinic to be a rewarding, busy, and stable environment and ultimately retire from our office. Excellent pay, benefits, and 401K offered. Serious inquires only. Please email CV and include professional references. Chirohealth365@gmail.com.

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42 years in practice. Located in Stevens Point since 1979 in an award-winning building (both architecture and beautification) on one of the busiest roadways in Portage County with easy ingress and exits. The building is owned and occupies 3,200 sq ft on the 1st floor with rental space in the finished lower level. Recent updates include new furnaces, air conditioners, computers, copiers, and laser therapy, interior and exterior decorations. Residual income is generated from three medical rentals. Sizable revenue is generated from this existing practice and I will entertain multiple options for purchase, rent, or land contract, with or without building. I'm willing to stay for a smooth transition or remain on board according to the new doctor's intentions. This is a must-see operation and I look forward to discussing viable options with interested parties. Cell phone: 715-340-7122.

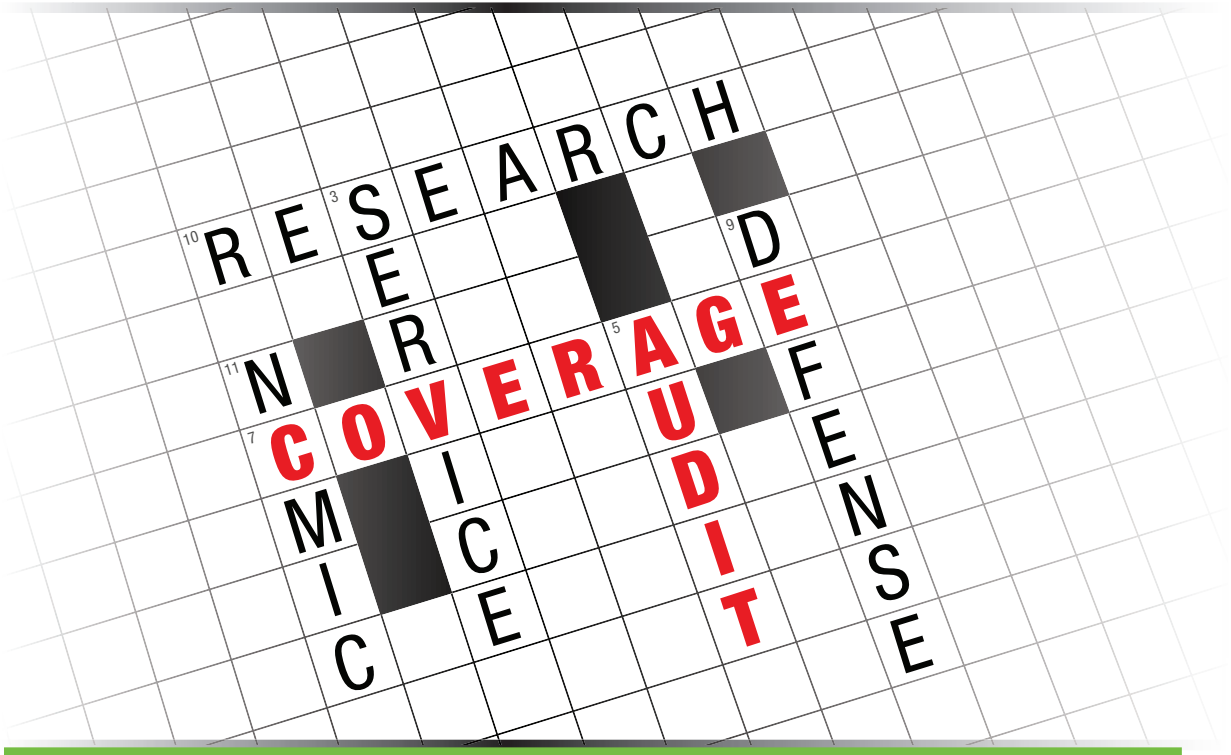
CLINIC WANTED FOR PURCHASE

Chiropractic Company is currently looking to purchase a clinic in the greater Milwaukee area. If you have interest in selling, a merger, or are contemplating retirement and need an exit strategy, please contact Kent McLeod at 414-213-4808 or drmcLeod@chiropracticco.com.

Or visit chiropracticbuyers.com for additional information.



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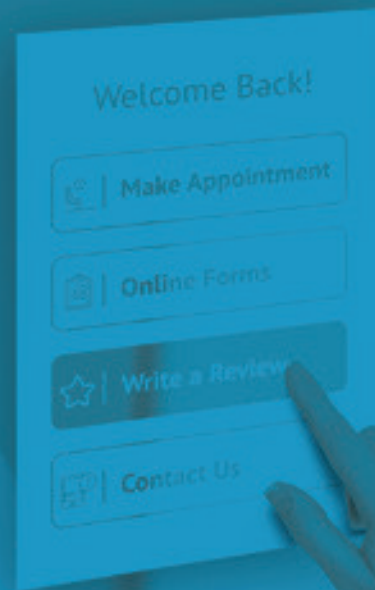
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