



President's Message:

You may have noticed a few changes around the UVCA lately. Julie stepped down as our Executive Director and is now working part time in our membership and education departments. After an extensive search, the Board hired Court Squires as our new Executive Director.

We would like to thank Julie for over 20 years of hard work and dedication to our association and to the chiropractic profession. And we would like to welcome Court to the UVCA.

Things may look different, but between the UVCA staff and the Board, we are ensuring that our Association is always top notch and moving in the right direction. If you have any questions, you can ask your fellow DCs and chiropractic experts on DocTalk, or email the new Help Desk at UVCAHelpdesk@virginiachiropractic.org.

We had a fantastic Fall Convention in Williamsburg and are already looking forward to our Spring Convention in Richmond on April 25-27, 2025. And we will be celebrating our 100th anniversary next year.

We'll be holding membership recruitment events, and more district connections around the state. Get to know your fellow chiropractors.

Chiropractic is the greatest profession, and the UVCA is the best association. The more we work together the more we can accomplish. Let's make 2025, our best year yet!

Dr. Michelle Rose
UVCA President



Dr. Michelle Rose
UVCA President

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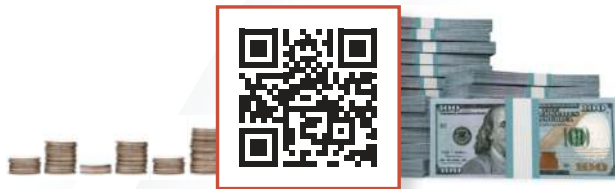
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Student Loan Tutor: To schedule a free strategy call to brainstorm how to optimize your student loan strategy, use the [UVCA Booking Link](#) to choose a day and time that works for you. To qualify for this service, be sure to let them know you learned about it from the UVCA.



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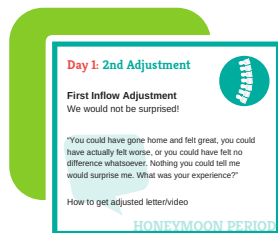
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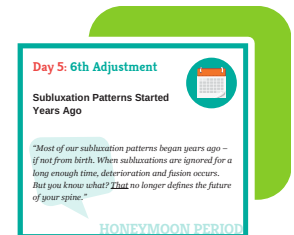


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~ Dr Stephen Genthner

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A History of Cultivating Relationships: Governor Youngkin Proclaims October Chiropractic Health Month in Virginia

by Kristin Fletcher, UVCA

On October 1, 2024, Governor Glenn Youngkin declared October CHIROPRACTIC HEALTH MONTH in the Commonwealth of Virginia, a first for the state. National Chiropractic Health Month (NCHM) is a nationwide observance held each October to raise public awareness of the benefits of chiropractic care and its natural, whole-person, patient-centered and drug-free approach to health and wellness.

The Proclamation noted that in the U.S., musculoskeletal conditions are a common cause of chronic pain and result in more than 130 million healthcare visits annually, making them the No. 1 reason people visit their doctor. Doctors of chiropractic were cited as experts in musculoskeletal health who offer a variety of non-drug approaches to treat common musculoskeletal conditions such as back pain, along with advice on nutrition, injury prevention, ergonomics, and lifestyle modifications for optimal health and wellness.

UVCA members first led the effort to recognize chiropractic health in the month of October back in 2014, the year that Chiropractic Health Week in Virginia was ratified:

Dr. David Dolberg, UVCA Board Treasurer at the time, cultivated a relationship with Delegate Hugo, who upon learning about the health benefits of chiropractic was more than willing to introduce the resolution. Dr. Will Sonak, Sonak Family Chiropractic in Sterling, who at the time was District II Director, had also begun organizing meetings to bring chiropractors together in between conventions in what are now known as District Connections. Dr. Sonak and Dr. Eric Saxton received commendations and letters and were presented with certificates from the Loudoun Chamber of Commerce, Loudoun County Board of Supervisors, and Town of Leesburg in support of the initiative.

Fast forward 10 years to 2024, and an initiative to recognize October as National Chiropractic Health Month in Virginia was started by Unified Virginia Chiropractic Association (UVCA) member Alli Totzke, DC, of Montpelier Family Chiropractic in Montpelier, Va. Totzke, who is originally from Chicago, knew from past experience that obtaining a proclamation from a legislator's office requires long lead time, so she first contacted Governor Youngkin's office back in July. She worked with Kimberly



"Representing "The Sense of the General Assembly of Virginia," House Joint Resolution No. 93 (Del. Tim Hugo, Patron) established the first week of October as "Chiropractic Health Week" in Virginia in 2014. This resolution expresses that chiropractic is a safe, effective, important, and highly relevant component of public health."

Barlow, Youngkin's Special Assistant for Constituent Services, to get approval for the Proclamation.

Totzke was thrilled with the outcome: "I'm so excited to have the support of our governor for National Chiropractic

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(cont. from pg. 3)

tic Health Month in Virginia! It's imperative as we move forward from Covid to continue to improve our public health awareness, including that of musculoskeletal healthcare like chiropractic. We hope this is the first of many annual recognitions for NCHM in the future."

To show support among the chiropractic community for the Proclamation and raise awareness about the public health benefits of chiropractic, Totzke coordinated a "Pass the Proclamation" initiative, with the document traveling to different chiropractic offices throughout the state for doctors to share it with their patients and showcase what is happening in their practices. The "Proclamation Tour" was a hit on social media, kicking off in Montpelier with

six more stops during the month:

- Family Chiropractic Center of Richmond, Manakin-Sabot
- East Coast Elite Chiropractic - Sports Performance & Rehab, Powhatan/Blacksburg
- Balanced Chiropractic and Physical Therapy, Charlottesville
- Chiropractic Health and Wellness Center, Richmond
- Wave of Life Chiropractic, Virginia Beach
- Green Run Chiropractic, Virginia Beach

Congratulations to all involved – we can't wait to do it again next year!

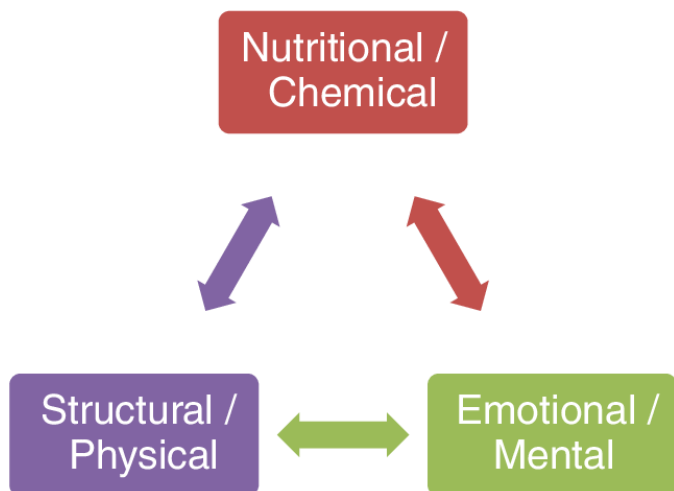


left to right, Chiropractic Health and Wellness Center; Dr. Totzke in DC, Green Run Chiropractic, Wave of Life Chiropractic, East Coast Elite Chiropractic - Sports Performance & Rehab

Diagnostic Muscle Testing and Integrative Therapeutics - aka Applied Kinesiology

by Tom Roselle, DC, DCCM, DCBCN

Postural behavior leaves clues as to the body's capacity, health and longevity. The state of health, disease and dysfunction are identifiable in neuro-muscular analysis. We were taught the cause of neurological dysfunction/aberration (i.e. subluxation), was due to injury, diet and stress. Diagnostic Muscle Testing/AK is a system of understanding muscle inhibition and over-facilitation due to injury, biochemical – bioelectrical insult and emotional decisions that we hold to be true. They have an impact, positive and negative on the nervous system, blood terrain, lymphatic drainage, spinal fluid movement and energy platforms, especially acupuncture.



If you understand muscle function and the association to the Triad of Health— structural, chemical/electric, emotional then you are more able to evaluate, diagnose and effectively treat any condition that is presented to you. How does that work? Understanding the spinal pathways is the key to understanding the intimacy of this reflex pattern. A neuromuscular visceral reflex occurs when dysfunction or a disease process of the organ is present by sending aberrant information through afferent nerves, affecting somatic structures. Viscera - L somatic reflex inhibition or over-facilitation can be caused by sympathetic or parasympathetic nervous system over-stimulation or inhibition. For example, the heart can be affected by injury to the spine at T1-T5 or the upper cervical spine affecting the 10th cranial nerve (Vagus).

When an organ system is not functioning properly a preganglionic autonomic neuron in the spinal cord may receive afferent activity from the organ as a result of some form of chronic irritation or biochemical imbalance. There are multiple types of somatic reflexes to include, stretch, Golgi tendon organ, withdrawal reflexes and crossed extensor reflex patterns.

A patient comes to your office complaining of chronic knee pain that exacerbates when attempting to walk up stairs but is not as bad going down stairs, what should be considered? The quadriceps femoris is the most likely primary involvement. Orthopedic examination and x-ray evaluation present with the following: the joint space is preserved, swelling is noted in the anterior compartment, no heat, lack of motion of the inferior and superior movement of patella, hamstring is palpably tight, and the quadriceps tests fully facilitated in supine position. Patient has undergone physical therapeutic rehabilitation with minor improvement. How do you find the cause that has not be revealed? More importantly, how do you fix it so it doesn't reoccur?

Test the quadriceps (all four divisions) in a seated and supine position. And if possible, in the position that elicits pain and loss of function. Once you find the inhibition, challenge the different reflexes and spinal levels to see if any or all will facilitate normalized

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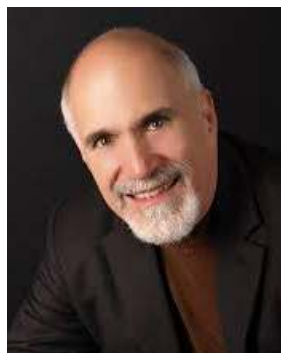
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function (i.e. therapy localize or challenge the lumbar spine (L1-4), acupuncture tonification points (SI3, LI11, etc.), Chapman's reflex, Bennet Reflex, or cranial mechanism). Since the small intestine is the organ related to the quadriceps, nutritional supplementation such as digestive enzymes, diet correction, or other approaches to heal intestinal permeability may be necessary. You would always adjust the appropriate spinal levels, knee, pelvis and ankle to prevent recidivism. When you have optimal structural-neurological correction, along with proper biochemical support, you can begin rehab— only to the level of the muscle's ability to respond.

For more information or opportunities to learn the basic fundamentals of Applied Kinesiology, visit www.leadershiptolegacy.com.



Dr. Tom Roselle, DC, PAK, PAC, DCCN, DCBCN is an integrative health & wellness expert, author, talk show host, practicing health care professional, facility director, philanthropist, and Chairman of the International College of Applied Kinesiology. He is well known for his mid-Atlantic health radio talk show,

"Dr. Tom Roselle Live!," his acclaimed self-health book, "Ageless Health®: Health Is A Do-It-To-Yourself Program" and his twice Emmy® award-nominated television broadcast, "Ageless Health® The Special."

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Mixing It Up: Inaugural UVCA Happiest Hour



Bianca Martin Toledo fills out a membership application during the UVCA Happiest Hour.

Spirits ran high at the Unified Virginia Chiropractic Association (UVCA) Happiest Hour event held October 23, 2024 at High Tide Lounge in historic Old Town Alexandria. Members old and new converged to reunite, mingle, discuss business practices, and personal development as they dined on heavy hors d'oeuvres and good conversation.

Although the debut was designed to involve and recruit NexGen doctors, an upswell of former and current members rolled into the watering hole. Members used the opportunity to reconnect, address industry concerns, and weigh in on how UVCA could better serve membership needs. Staffing struggles was an overarching discussion that floated from table to table. Members also discussed the lifespan of chiropractic businesses and how to make them more profitable, accessible, and saleable.

Every generation was represented, from Baby Boomers to Gen Z. UVCA Board and Staff will expand recruitment event offerings around the state as a way to increase membership. They marveled at the amount of generational participants and view the multitude of expertise levels as a winning formula for a productive membership. Former members who disengaged pledged to return to UVCA. UVCA Staff is pleased that the event was a frightfully fun and engaging time for all.

The next UVCA Happiest Hour will be held on December 4, 2024 at D'Rocco's in Occoquan.

Details to follow on e-blasts, social media, and Doc Talk.

Welcome to UVCA's New Executive Director

Court Squires was selected by the UVCA Board of Directors to be its new Executive Director in August 2024 after an extensive search process. She brings 20 years of experience launching, developing, implementing, and executing successful campaigns, partnerships, and both public and private initiatives. UVCA's new Happiest Hours are just one of many new initiatives she is working on together with the Board to grow UVCA members and increase the value of membership.



Said UVCA President Dr. Michelle Rose: "Her experience in business, human resources, financial management, and nonprofit operations is well suited to the UVCA's needs. From working with volunteer boards and other stakeholders, training and managing teams, cultivating productive collaborations, and developing

successful programs, to keeping up with the latest social and technological trends and supporting public health and welfare advocacy groups, she has demonstrated empathy, professionalism, and strategy."

Squires holds a master's in organizational dynamics (Leadership / Sustainable Development) from the University of Pennsylvania, an International Business Certificate from Virginia Commonwealth University, and a dual concentration in journalism and conservation biology from Boston University.

Welcome Court!

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UVCA

MINGLE & JINGLE

Wednesday, December 4

D'ROCCOS

301 Mill Street

Occoquan Historic District, VA

6:30-8:30 pm

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Heavy Hors

D'oeuvres,

Cash Bar



Capital Area

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Update: Hampton VA Denial of Chiropractic Care to Veterans

UVCA is continuing to work with U.S. Congresswoman Jen Kiggans (R), Chair of the Subcommittee on Oversight and Investigations for the House Committee on Veteran's Affairs, to further investigate the Hampton VA's continued discriminatory practice of denying chiropractic care from VA Community Providers.

Channel 3 WTKR ran a follow up piece on August 15, 2024 to their story that aired on July 16 (see *Virginia Voice*, Summer 2024 issue), to find out what had happened with the appeals filed by Rep. Kiggans and UVCA on behalf of 25 Veterans, including the four Vet-



Dr. Michelle Rose, Rep. Jen Kiggans, and Dr. Carly Swift

erans profiled in the news story. Investigative reporter Margaret Kavanaugh learned that the Veterans had not heard anything back, and subsequent pressure from Channel 3 led the Hampton VA to issue the following statement:

"The Hampton VA encourages Veterans to choose VA for their health care, including chiropractic care. We are conducting a review of our chiropractic care practices for ways we can improve this service for veterans. We are also re-examining all Veterans' requests for chiropractic care, including those that have been previously denied. Hampton VA leadership is in communication with Congresswoman Kiggans and we appreciate her advocacy for Virginia's veterans and her support in delivering high-quality health care."

Since October 2023, the Hampton VA's move away from Community Providers of chiropractic care has severely eroded the quality of life for Veteran patients and directly impacted their ability to work, live and perform basic tasks without assistance, instead directing them to addictive opioids and other alternative therapies such as massage, yoga, acupuncture and music therapy.

Despite meeting the VA guideline of 20% improvement, only a few of the 25 cases were overturned. Kiggans, who was recently re-elected to Virginia's Second District, is scheduled to speak with Dr. Rose in November to discuss next steps.

"If our vets can get denied access to basic healthcare of their choice, so can every American."

-UVCA President Dr. Michelle Rose

Kiggans has previously stated: "Whatever is working for Veterans, that is the pain modality we want to prescribe, that we want to approve. If that's their preferred pain treatment, then we need to work our hardest to make sure that that's the pain treatment that they're getting."

Dr. Rose states that: "America's Veterans deserve better. They gave their lives, they gave their bodies, and they gave their health for their country, and they deserve to have the health care that works best for them."

UVCA President Dr. Michelle Rose & Secretary Dr. Carly Swift hand delivered \$5,000 in donations from UVCA members to Rep Kiggans, who was very touched and talked about how she keeps discussing getting veterans chiropractic care at her Congressional meetings.

Thank you all who donated, it made a big impression!

HIPAA's New Privacy Laws: What Chiropractors Must Do Now

by Ty Talcott, DC

The New HIPAA Landscape

As healthcare providers dedicated to patient well-being, chiropractors need to be aware of the significant updates to the HIPAA Privacy Rule that took effect on June 25, 2024. These changes focus on protecting sensitive reproductive health information and have substantial implications for our practices. Compliance is not optional; you must align your operations with these requirements by December 23, 2024, to avoid severe penalties. (See 89 FR 32976 in the Federal Register at www.federalregister.gov for details.)

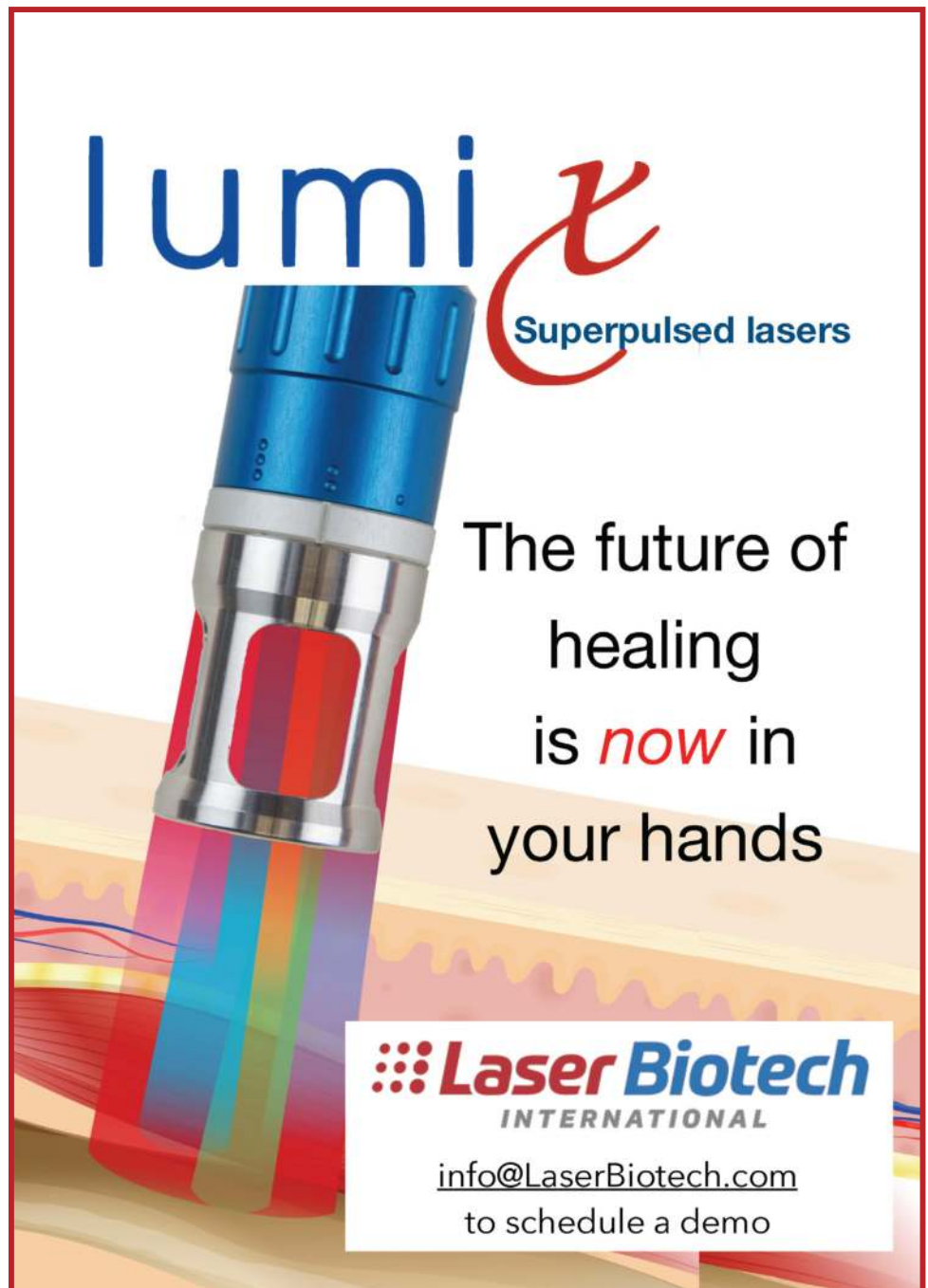
Why Time is of the Essence

The stakes are high with the Office of Civil Rights (OCR) rolling out immediate, random audits across all healthcare sectors, including chiropractic offices. Every chiropractor needs to be audit-ready. Failure to adhere to HIPAA and related compliance laws could result in significant penalties and legal ramifications and harm our established reputation as reliable professionals. As chiropractors, we understand that our patients' trust is crucial, and maintaining it requires providing excellent care and strictly adhering to privacy regulations.

While HIPAA regulations can seem daunting, the true challenge lies in ensuring our compliance programs are robust enough to withstand government scrutiny. Many practices mistakenly believe they are compliant, only to discover gaps that can result in significant issues once audits begin. We must be proactive and vigilant in our approach to HIPAA compliance.

Where to Start: Ensure Your Program is Audit-Ready


Before discussing specific updates, it is crucial to evaluate the strength of your existing compliance program. For some chiropractors, this will mean creating a compliance program for the first time. Remember that a defensible HIPAA program is comprehensive, updated regularly, and clearly demonstrates that all necessary steps have been taken to protect patient privacy.



The advertisement features a central image of a blue and silver laser device with a red and purple light beam. The device is positioned diagonally, pointing towards the bottom right. The background is a stylized illustration of human skin and muscle layers.

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Here are key actions you must prioritize:

Revamp Your Business Associate Agreements (BAAs)

Your practice likely collaborates with various third-party vendors, from billing services to IT consultants, who have access to patient information. We need to secure these relationships with updated BAAs that clearly outline our partners' responsibilities in protecting sensitive data they have access to. If you haven't reviewed your BAAs recently, now is the time. Be sure they now include precisely how you and your BAs will handle reproductive health information under the new law.

Make Critical Policy Changes to Reflect the New Reproductive Health Data Rules

Updating your compliance manual to reflect new regulations concerning reproductive health data is essential. Ensure your staff understands the changes and knows how to implement them in daily practice.

Conduct Staff Training and Document It Thoroughly

Comprehensive training is a cornerstone of compliance. Your staff team's understanding of and adherence to the new law- can be one of the most critical aspects of your defensible HIPAA compliance program. We must ensure every team member is well-informed about the latest HIPAA requirements by providing updated training sessions. This includes:

- Regular updates during annual training sessions.
- Onboarding training for new hires within 45 days.
- Periodic security reminders to reinforce best practices.

Documenting this training is crucial as it serves as at least one proof of compliance during an audit.

Introduce a New Authorization Form

A specific authorization form for handling reproductive health information is one of the best ways to ensure compliance with the new law's requirements. This form should be clear and straightforward for patients, providing transparency about how their data will be used and protected.

Stay Updated on Changes to the Notice of Privacy Practices (NPP)

The NPP is an essential document that informs patients about how their health information will be used and

protected. The new rules require we revise this document by February 16, 2026. More on this to come, but in the meantime, provide every patient an NPP and post it prominently on your website if it's not already there – today.

Building Patient Trust Through Compliance

As chiropractors, we strive to create an environment of trust and safety for our patients. We are in the business of healing and making people's lives better, and in this way, we make our communities better. Adhering to HIPAA laws ensures that our practice is compliant, and we uphold our patients' confidence. In a world where data breaches and privacy violations are all too common, patients are increasingly conscious of their privacy rights. Maintaining a compliant practice shows our dedication to putting their well-being first from the moment they walk through our doors.

New Reporting Requirements for Breaches

With the new regulations, you now have only 15 days to report any data breach. This means it's imperative that your breach notification policies are up to date and that your team knows exactly what to do if a breach occurs. It's urgent, and we must act fast to ensure we're on top of this requirement, as breaches never warn us.

Additional Critical Updates to Keep on Your Radar into 2025

While reproductive health data is a significant focus of the new law, several other areas require our attention to ensure compliance. Addressing these areas will prepare our practice for any audits that may come our way:

- **Mandatory Data Encryption:** Encrypting patient health information (PHI) is now a requirement, not just a recommendation. This is vital to protect sensitive data at rest and during transmission.

- **Access Controls and Authentication:** Only authorized personnel should have access to PHI, so we must implement robust access controls and reinforce our systems with strong authentication measures.

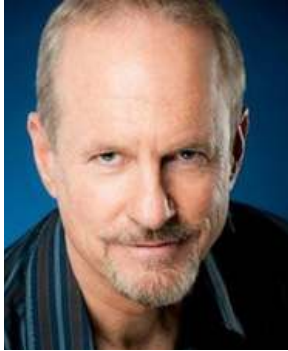
- **Regular Security Risk Assessments:** These assessments are

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more essential than ever and must be well documented. If audited, you must show proof of your risk analysis and any actions you have taken to mitigate identified risks.

- System Updates and Patch Management: Keeping our technological systems updated with the latest security patches is vital to maintaining compliance. Regularly collaborate with IT professionals to ensure all office technology is updated and secure.



- Issue Immediate Staff Reminders: Don't wait until your annual HIPAA training to update your staff. Distribute security reminders that address the new regulations right away, ensuring everyone is informed. Again, do not wait, as we can reasonably anticipate the government will have a nearly zero-tolerance policy that our entire team knows and complies with the new law.

Patient Records Requests: Don't Let This Slip

We must be diligent when handling patient records requests. Under HIPAA, we have a maximum of 30 days to respond. While extensions may occasionally be granted in exceptional circumstances, regularly meeting this deadline in a matter of days is crucial to maintaining your practice's compliance. If you need more than a few days to respond to requests for records, you should also have a compelling and defensible reason for the delay that you know will hold up under intense scrutiny if and when it comes. Otherwise, do not risk it.

Final Thoughts

Adapting to the recent changes to the HIPAA Privacy Law is essential for us as chiropractors. We must follow the new rules, but it's also a chance to show our patients we take their privacy seriously. By adjusting our practices to comply with the new law in the next few months, we can prove that we're dedicated to protecting our patients' privacy while providing top-notch care to our community. Ultimately, this also means you are taking all necessary steps to protect the practice you have built and that you and your loved ones depend on.

Consulting with a HIPAA compliance expert involved directly in cybersecurity discussions with federal investigators can provide additional assurance that your policies and procedures are up to date. Now is the time to act—let's follow the new law to keep doing what we do best: helping our patients stay healthy. If you need guidance or assistance with these or any other compliance law changes, feel free to get in touch. We're here to back you up, and together, we can prepare our practices for whatever lies ahead.

Dr. Ty Talcott, DC, CHPSE, is a highly respected healthcare compliance professional and a licensed chiropractor. As the CEO of HIPAA Compliance Services and Power Strategies, Inc., Dr. Ty has participated in the national cybersecurity symposium in Washington, D.C., and has guided numerous healthcare practices through webinars, live events, and practice management consulting. He is dedicated to protecting the chiropractic profession and empowering innovative doctors to safeguard their practices against complaints, errors, cyberattacks, and government audits.

Catastrophic Hurricane Helene Spurs UVCA Donation Campaign

On September 25, 2024, the deadly Helene tropical storm struck Southwestern Virginia. In some areas such as hard-hit Damascus, flooding washed away entire roads and tore through homes. The Blue Ridge Parkway was shut down, hitting communities that depended on the fall foliage tourism industry especially hard.

UVCA member Dr. Imanuel Morenings in Bristol describes the devastation: "The damage just 35 miles from my office is staggering, beyond description. Some communities can expect to go without electricity for 4-6 months and they are the fortunate ones. There are many living on what is left of their properties in tents. Relief efforts will take years to recover."

Twenty-five counties in the state and the City of Roanoke became eligible for FEMA assistance, and extensive

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damage to farms and agricultural operations could reach well over \$125 million, according to the Virginia Cooperative Extension. While the farmland cleanup efforts are expected to take months, the residual impacts could last much longer.

According to Virginia Tech News, farm losses included livestock, crops, farm buildings, equipment, feed and hay to sustain animals through the winter, fences, water cisterns, and other features that were washed away by floodwaters and damaged by high winds, falling trees, and debris. The Extension reported that 3,672 farms in 21 counties and cities faced almost \$160 million in losses.

"It's catastrophic," said Kevin Spurlin, an Extension agent in Grayson County and lifelong county resident. "I'm 47 years old, and it's unlike anything I've ever seen. The flooding was unprecedented and caused so much loss." Grayson County suffered nearly half of the damage, which was also widespread in Wythe, Carroll, Smyth, and Washington counties. Spurlin saw firsthand the devastation to his community says family farms lost everything.

Wanting to help, UVCA board members sprang into action by creating a Hurricane Helene Donation Campaign. Names of local charities in each UVCA District with lists of needed items, as well as promotion tools to help

solicit donations through establishing members' offices as a collection site, were uploaded on the UVCA website. The downloadable tools included a poster for the office collection area and a notecard that could be signed by team members and dropped inside donation boxes.

Thank you to the following members who shared the results of their efforts:

District Director Dr. Eric Carlsen, Family Chiropractic Center of Richmond, is continuing to collect donation items through the end of the campaign drive on November 8.

UVCA District Director Dr. Lisa Michelle Williams' team at Jubilee Family Chiropractic in Charlottesville helped to facilitate \$2,000 worth of water/supplies and a donated RV camper from a patient.

Board Treasurer Dr. Taylor Myers, East Coast Elite Chiropractic - Sports Performance & Rehab and his team collected two truckloads of donations to deliver to their neighbors in western North Carolina.

Dr. Morenings donated to Northeast Tennessee Disaster Relief Center at the Bristol Motor Speedway to support the distribution of goods to the three hardest hit areas of East Tennessee, Southwest Virginia and Northwestern North Carolina.



Dr. Carlsen's staff shows collected items, Dr. Myers loads supplies; Dr. Morenings helps at distribution center.

Fall Convention 2024: That's a Williamsburg Wrap!

More than 200 Doctors of Chiropractic (DCs) and their teams from 78 cities across the Commonwealth came together at the Unified Virginia Chiropractic Association (UVCA) Fall Convention September 20-22 at the historic Williamsburg Lodge. Attendees came to "Connect With History" through an immersive blend of 15 inspirational, clinical, and practice management sessions on the science and principles of Chiropractic, balanced with a healthy dose of camaraderie through social networking events.

The education program featured innovative approaches in clinically-focused classes for DCs from nationally renowned doctors on sports chiropractic, neurology, mitochondrial health, sacro-occipital technique and the vestibular system as well as patient-centered topics for Chiropractic Assistants (CAs) and the newest laser technologies to advance patient care.

Seven golfers hit the greens Friday morning before the start of classes at the Golden Horseshoe Club with the prize for the longest drive going to Dr. Aaron Trochim from Dr. Shawn Keegan, who organized the event.



Kicking off the education program on Friday afternoon were Dr. Anish Bajaj, who led an interactive session on Sports Chiropractic technique, and Ms. Lisa Maciejewski-West, who led a chart auditing workshop with small group breakout sessions.

Dr. Bajaj, a certified, electromyographer, spoke about the neuroscience and brainmapping behind chiropractic homeostasis to help everyday athletes get

back in balance, noting that "nothing helps balance faster than chiropractic" and "the brain is our final frontier."

Ms. Lisa Maciejewski-West, CEO of Gold Star Medical Business Services, shared in her workshop that including extraneous information can actually delay claim processing when it comes to audits. The 10 clinical documentation standards that chiropractors must follow were a key part of her presentation, with examples using case studies. The Chart Auditing Workshop is available on-demand as part of the UVCA Fall Convention Online and On-Demand package.



Saturday's opening keynote session brought history to life with a fife and drum corps in full regalia. Convention keynote speaker Jack Bourla, DC, President of Sherman College of Chiropractic, challenged doctors to be impeccable in their commitment to serving patients in the convention keynote address through being bold, masterful, confident and keeping it pure, urging attendees to "reclaim your positivity." Dr. Bourla's keynote and his second session, Chiropractic Principles and Applications, are also part of the Fall Convention Online Package.

Saturday also featured Dr. Dan Murphy condensing 40 years of practice insights into a mind-blowing session on mitochondrial health as the cornerstone and biological center of overall increased health, and Dr. Freddy Garcia of the Carrick Institute sharing how to change the pain conversation with patients and apply the science of neurology. Dr. Garcia also presented the convention closing session, "Powerful Tools for the DC: The Vestibular System," on Sunday, also available on demand as part of the fall convention package or as an ala-carte session.

(cont. on pg. 16)



MAKING CONNECTIONS!
 AT OUR FALL 2024 CONVENTION IN WILLIAMSBURG



(cont. from pg. 14)



Drs. Roselle, Swift, Wetzen, and Greenstein during panel discussion

Beyond the Adjustment featured insights on how to take your practice to the next level and find your purpose with UVCA award winners Dr. Tom Roselle, Dr. Tom Wetzen, and Dr. Eric Carlsen (moderator) with UVCA Director Dr. Carly Swift and Chiro Tech Entrepreneur Dr. Jay Greenstein. Among their top tips:

- Just show up, just say yes, just do it & get involved - you make a difference!

- You have the knowledge base, learn out to articulate it, invite people to have conversations, and own who you are as a #chiropractor.
- Get out of your own way and don't be afraid to tell the truth!
- Find out what fires you up in the morning and what burns inside of you!

Sessions just for CAs included Back to Basics: Classic Patient Service, by UVCA Membership Engagement Manager Susette Goodwin and Sunday sessions on new and emerging therapies and critical communications and etiquette in chiropractic offices presented by Dr. Louis Crivelli.

Williamsburg marked the 99th Annual Meeting of the Virginia Chiropractic Association, which unified with the Virginia Society of Chiropractic in 2009. UVCA is excited to be celebrating its 100th Anniversary in 2025, and plans are already underway!

The UVCA Fall Convention was made possible in part through the support of our Elite Sponsors.



Thank You Elite Sponsors!



2024 District Director Elections Results

UVCA General Membership Meeting

September 21, 2024
Williamsburg, VA

The following directors were unanimously re-elected to serve as UVCA District Directors:



left to right, Drs. Hendon, Virusky, Carlsen, Keegan, and Williams

- Dr. Lisa Williams, District I - NW Virginia, Jubilee Family Chiropractic
- Dr. Shawn Keegan, District II - N Virginia, Keegan Chiropractic Sports & Wellness Clinic
- Dr. Eric R. Carlsen, District IV - Central Virginia, Family Chiropractic Center of Richmond
- Dr. Ainsley Hendon Flynn, District V - Eastern Virginia, Hendon Family Chiropractic
- Dr. Christopher Virusky, DC, At-Large District Director, Fairfax Station Chiropractic

Dr. AJ LaBarbera, Tuck WorkWell Direct Primary Care, was newly elected to serve District III, SW Virginia (not pictured.)

In addition to offering support and guidance to DCs in their local jurisdictions, District Directors organize District Connection networking events that are open to both members and non-members. New DCs and new ideas are welcome! Find contact information for your director on **page 26** of this newsletter and on the [UVCA website](#).

UVCA Member, Vince Joseph, DC in the news!

In recognition of Dr. Vince Joseph's years of dedication and service, Christopher Newport University has named their training room in his honor. On Tuesday, September 17th, CNU held a ceremony to celebrate. The plaque reads:

"Named for Dr. Vince Joseph in honor of his extraordinary and invaluable volunteer service and generosity to Captains Athletics.

"For over 23 years, Vince has volunteered his expert services to treat student athletes when they are injured and help them get back into competition. Vince has given his time and talents to ensure that our Captains remain healthy despite the physical challenges they face. His contributions to CNU Athletics are a source of inspiration and move others to serve, and give back as well. The Vince Joseph Training Room, located in Ratcliffe Hall at Christopher Newport, is made possible by Rebound Chiropractic.

"Christopher Newport University is deeply grateful for our relationship with Dr. Vince Joseph and Rebound Chiropractic."

ONLINE CEUs OPTIONS!

Fall Convention Highlights

6 Top Classes
14 CEUs

DCs and CAs

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Ala Carte Courses
1-6 CEUs



2024 UVCA Award Winners Shine a Spotlight on Excellence

by Kristin Fletcher

Congratulations to this year's UVCA Awards winners! Five awards were presented by UVCA Awards Chair Dr. Kevin Walsh during the 2024 Fall Convention in Williamsburg.

A special UVCA Journalism Award, which went to WTKR Channel News 3 Hampton Roads Investigative Reporter Margaret Kavanaugh for her in-depth series on the Hampton VA's denial of chiropractic care for Veterans in that region, an effort spearheaded by UVCA President Dr. Michelle Rose, who accepted the award on her behalf. Kavanaugh's investigation to date has yielded six segments on this developing story, the first of which aired on June 10. The media coverage was a key impetus for Representative Jen Kiggans' involvement, and the UVCA is extremely grateful for the support and exposure the excellent media coverage has provided.

For more on the Hampton VA denial of chiropractic care to Veterans and the investigative reporting by Kavanaugh, see the Hampton VA Update on page 9.

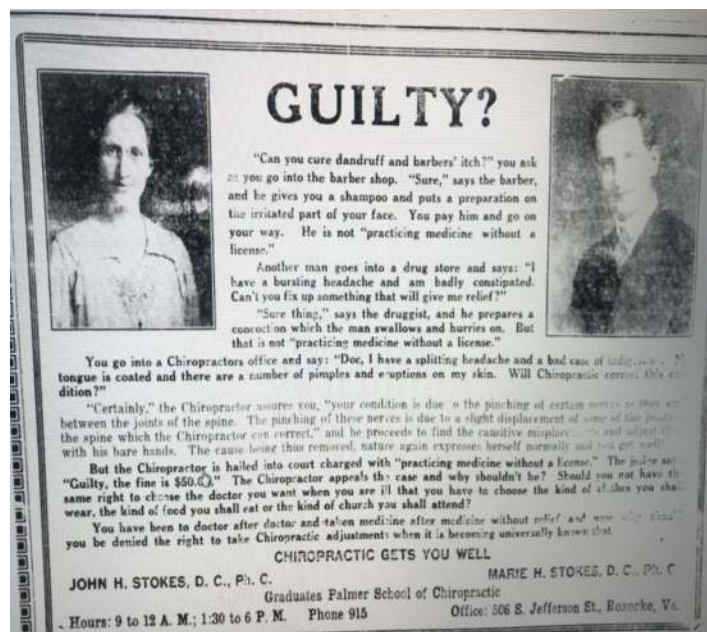


Drs. Walsh, Roselle, and Rose

Next up was the UVCA John Stoke Media Award, which recognizes a Doctor of Chiropractic who has published a piece for lay consumption in digital or print media. This year's recipient, Dr. Tom Roselle, Roselle Center for Healing, has had success across all four different media platforms- radio, television, digital, and print. His long-running mid-Atlantic health radio talk show on News Talk WMAL, "Dr. Tom Roselle Live," which airs on Sundays at 12:00 pm ET, regularly draws between 7-8,000 listeners, which he attributes to his focus on persistency and consistency.

Dr. Roselle is the creator of the two-time Emmy® award-nominated television broadcast, "Ageless Health® The Special," and his Ageless Health Podcast live streams on Sundays at 12:30 pm. He has also authored a self-health book, *Ageless Health®: Health Is A Do-It-To-Yourself Program*.

The Literary Award went to Tessa Foley for her piece entitled "**A Brief History of Virginia Chiropractors Arrested in the Early Years of the Profession**" published in the *Journal of the Association for the History of Chiropractic*. Tessa has always had a passion for history and material culture, earning a degree in Historic Preservation from the University of Mary Washington, and has enjoyed learning



about the history of chiropractic from Dr. Joe Foley, her father, with whom she frequently discusses chiropractic history. A room in Tessa's childhood home and several rooms in his office are almost entirely devoted to historic chiropractic books and artifacts. Tessa was interested in researching this subject further because of how important it is to recognize the history of the profession in Virginia.

Dr. Eric Carlsen, Family Chiropractic Center of Richmond, has the distinction of receiving the UVCA District Director of the Year award three times during his 27 years as a UVCA member. The award recognizes a district director for "exceptional service, achievement and/or leadership to the chiropractic profession," words which aptly describe

(cont. on pg. 20)

HELP IS ON THE WAY!

REACH OUT TO OUR EXPERTS and Your Colleagues

VCA DocTalk to the Rescue!

Question: I have a patient that is a Veteran that has asked me to write a Nexus letter to the VA on his behalf. I have never written one and am not sure if I should or how to go about it. Has anyone written one? Are there templates available? Any insight is appreciated.

Answer: Here is a template and some samples, I had to do a few of these. (Letter template on page 23)



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Compliance

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- HIPAA
- No Surprises Act
- OIG/Medicare Documentation
- The CURES Act
- and other legally required compliance.

Benefits Include:

- Direct email/phone access to a compliance expert to answer your questions and concerns relative to your individual situations
- Written assistance
- Video assistance

You'll find valuable resources to help you with critical issues including:

- White papers
- Short videos
- Emergency support
- Direct access to compliance guru:

Dr. Ty Talcott, "The Compliance Guy"

(cont. from pg. 18)



Dr. Eric Carlsen

Dr. Carlsen's "tireless work" as an engaged Board member who holds regular District Connection events to bring DCs together.

Dr Carlsen's practice has served generations of families in the Manakin-Sabot and greater Richmond area for more than 20 years. Dr. Carlsen graduated summa cum laude from Palmer

College of Chiropractic and received his B.S. from the State University of New York at Geneseo. He is a member of many professional and local organizations and is often sought out for his expertise in the area of chiropractic and wellness in the profession and community.

The Association's highest honor, Chiropractor of the Year, went to Dr. Tom Wetzen, Family & Sports Chiropractic, in Falls Church, who also holds the three-time award winner distinction. An exemplary leader for the profession (as evidenced by the string of ribbons on his convention name badge), Dr. Wetzen first practiced in South Carolina before coming to Virginia, where he has been a member

of UVCA for 26 years. Dr. Wetzen has served on a number of chiropractic boards in Virginia, starting with the local Northern Virginia Chiropractic Society, then the Virginia Society of Chiropractors, then the Unified Virginia Chiropractic Association. He has served on the executive committee of the East Coast



Dr. Tom Wetzen

Associations Independent Provider Network, is Chair of the Future of Chiropractic Strategic Plan, and is the current President of ChiroCongress. He is also a Fellow of the International Chiropractic Association.

Dr. Wetzen is a Life University graduate and a Certified Chiropractic Sports

Physician who provided care for the Russian Olympic swim team prior to the 1996 Atlanta Olympics, as well as numerous high schools, colleges and professional athletes. He is also recognized for his exemplary service in providing care to rescue personnel at the Pentagon following the 9/11 attack and has received numerous additional awards over the course of his career. His practice has been serving patients in Virginia since 1998.



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In order to access your membership benefits, you must first activate your online account.

- Visit www.f4cp.org/package/member/forgotpassword and enter your email address (the email address you provided to UVCA).
- Go to your email account to get the temporary password.
- Return to the F4CP website and LOGIN on the top right with your email address and the temporary password.
- Scroll down to PASSWORD – Click CHANGE and input temporary password and new password then click SAVE.

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The Clinical Compass mission is to improve patient outcomes by advancing evidence-based care in an effort to transform healthcare through knowledge translation. The Clinical Compass' Evidence Center is the foundation of its outreach to the chiropractic community. It provides practitioners the resources needed to address the real-world issues they encounter in their practices every day. It is an extensive library of research summaries that includes relevant and current peer-reviewed journal articles, either as abstracts or full-text with an annotated bibliography for each topic that is updated twice a year.

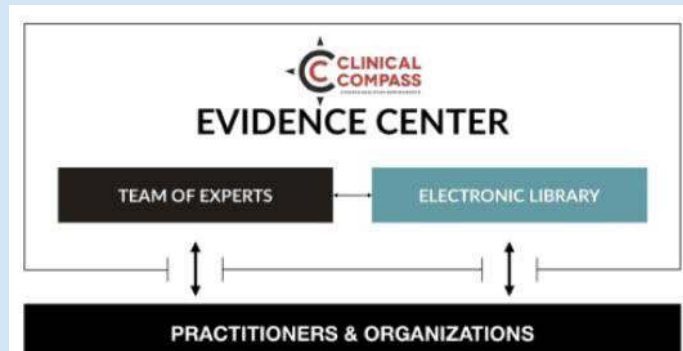
UVCA Premier Members now have direct access to the Evidence Center for the rest of 2024!

All Premier Members can now access this valuable resource! The individual subscription will last for one year from the time of registration and expire 12/31/24. Call the UVCA office for the free access code. The following conditions are currently covered.

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 Upper Extremity
 Integrative Care
 Wellness, Prevention, & Health Promotion
 Headaches
 Pregnancy & Labor
 Pediatrics
 Geriatrics
 Soft Tissue Care
 Diagnostic Imaging
 Cost Effectiveness
 Opioids
 Dry Needling

Neck Pain
 Safety & Adverse Events

Lower Extremity
 Non-Musculoskeletal Conditions



EXAMPLE OF A NEXUS LETTER

Note: This is **not** a form to fill out. Please re-type the following information onto your professional letterhead/stationery.
Thank you for your time and consideration.

DATE _____

Reference: (Veteran's name) _____

SS# _____ VA File # _____

To Whom It May Concern,

I am Dr. _____. I am board certified to practice in my specialty. My credentials are included. I have been asked to write a statement in support of the aforementioned veteran's claim.

I have personally reviewed his medical history - (name the documents). I have also reviewed and have noted the circumstances and events of his military service, which include (name the event or events you claim are the cause of the condition), in the years _____ (list dates of service) while in military service.

Mr. _____ is a patient under my care since (enter Date). His diagnosis is _____ (name the condition).

I am familiar with his history and have examined Mr. _____ often while he has been under my care. (specify lab work, x-rays, etc.)

Mr. _____ has no other known risk factors that may have precipitated his current condition.

After a review of the pertinent records it is my professional opinion that it is (choose a likelihood from below) that Mr. _____'s condition is a direct result of his (event in service) as due to his military service. (Choose one degree of likelihood with which you can concur - "at least as likely as not", "more than likely", or "highly likely")

In my personal experience and in the medical literature it is known (give a rationale).

Signed,

Dr. _____
(List your credentials and contact information)

Please understand that the VA often uses credentials to assign probative value to the nexus letter. While the nexus letter must be brief as possible, it should be as detailed and complete as the circumstances dictate.



**Chiropractic Political Action
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If you have any questions or needs, contact the Virginia ChiroPAC.**

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There are many ways in which you can help your profession, regardless of your interests or time availability. Reach out to your UVCA leadership at any time to let them know your needs and priorities – and to see how you can help.



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Member Type: DC - Fourth Year +

Jonathan Denski, DC
(571) 348-1541
Arlington, VA
Member Type: DC - First Year
Referred By Phil Golinsky, DC

Jerry Felger, DC
(540) 838-2421
Radford, VA
Member Type: DC - First Year

Josiah Guerra, DC
(540) 838-2421
Radford, VA
Member Type: DC - First Year

Austin Ivans, DC
(757) 204-1232
Williamsburg, VA
Member Type: DC - Third Year
Referred By Robert Pinto, DC

Samuel Kirshner, DC
(703) 904-9666
Herndon, VA
Member Type: DC - Third Year
Referred By Phil Golinsky, DC

Kenneth Knox, DC
(571) 665-4746
Aldie, VA
Member Type: DC - First Year
Referred By Phil Golinsky, DC

Carlos Planas, DC
(703) 904-9666
Tysons Corner, VA
Member Type: DC - Fourth Year +
Referred By Phil Golinsky, DC

Gabriela Ramos-Arroyo, DC
(571) 535-3565
Ashburn, VA
Member Type: DC - First Year
Referred By Phillip Golinsky, DC

Michael Roura, DC
(803) 403-7669
Herndon, VA
Member Type: DC - Fourth Year +
Referred By Phil Golinsky, DC

Brandon Schroeder, DC
(571) 665-4746
Aldie, VA
Member Type: DC - First Year
Referred By Phil Golinsky, DC

Cassidy Van Bevers, DC
(571) 535-3565
Ashburn, VA
Member Type: DC - First Year
Referred By Phil Golinsky, DC

THE VCA VAULT

A MEMBER EXCLUSIVE BENEFIT

UNLOCK & ACCESS
A WEALTH OF RESOURCES

Access the Vault in 2 Simple Steps!

1. Click on the [Member Login](#)
2. Enter your username and password.

VCA WEBSITE

The public-facing side of the website already provides:

- ▶ Find-a-Doc and Find-a-Supplier
- ▶ Events Calendars
- ▶ Classified listings
- ▶ Latest News
- ▶ Chiropractic History, Education, Research
- ▶ Chiropractic in Virginia (history, licensure, scope, CEUs)
- ▶ UVCA (history, mission, leadership, governance)
- ▶ Member Benefits, Applications, Affinity partners
- ▶ Opioid Crisis Toolkits
- ▶ The Virginia Voice Newsletter
- ▶ Legislative Action Center, Virginia CPAC

and Much More

... But the VCA Vault provides additional indispensable resources for members only!

A Look Inside The Vault

UVCA members have access to a wealth of resources on a myriad of topics, from new DC checklists to exit strategies, from insurance to cash practice tips, and more!

- ▶ **Access Your Membership Details**
Update your profile, member listing and billing information.
- ▶ **Event Updates**
View a calendar of events hosted by Unified VCA, joint events and supplier events.
- ▶ **Practice Support**
UVCA has all practitioners covered by providing information on:
 - Continuing Education
 - Licensure
 - New DC guidance
 - Tips & opportunities
 - Helpful Numbers and Links
 - Supporting Suppliers.
- ▶ **Connect With Colleagues**
Use UVCA's active membership directory to connect with members.
- ▶ **Allied Suppliers**
Search the Allied Supplier directory to locate experts that can provide a solution to your practice's ongoing needs.
- ▶ **Resources for New DCs**
Access invaluable support regarding:
 - Marketing and PR Ideas
 - Compliance and Legal
 - Expertise Access List
 - Office Management and Practice resources.

Plus so much more at your fingertips...

- Resources
- Latest News
- Blog Posts
- Find a Doc
- View Your CEUs
- Coding and Documentation
- Information on Insurance
- Cash Practice Contacts
- Post and Search Classifieds

Need Help Accessing the Vault?
Call the office at 540-932-3100.

<https://www.virginiachiropractic.org/>

COVERAGE

COVERAGE AVAILABLE: Coverage 25 yrs experience, various techniques, excellent references. Email: Back2HealthVA@gmail.com.

COVERAGE AVAILABLE: Doctor available to cover. Please call doc directly at 270-223-5519 to discuss dates and rates. NEC.

COVERAGE AVAILABLE: Hampton Roads Area. I am available for coverage on: Tuesday mornings, Thursday and Saturday's all day, in the Hampton Roads area: Chesapeake, Norfolk, Hampton, etc. I have 23 years of experience and I am proficient in most techniques allowing me to keep consistent care for your patients while you are away. I am fully insured with NCMIC. Please give as much notice as you can (2 week min. usually). If you are interested, Thank You. email me @ DC2BME@AOL.COM.

COVERAGE AVAILABLE: Have peace of mind. 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: Hampton Roads Area. Hampton Roads Locations (Virginia Beach, Chesapeake, Suffolk) seeking DC for PT weekend support. Salary negotiable based on experience. Hiring immediately for above locations. Please contact jaime.havran@thejoint.com

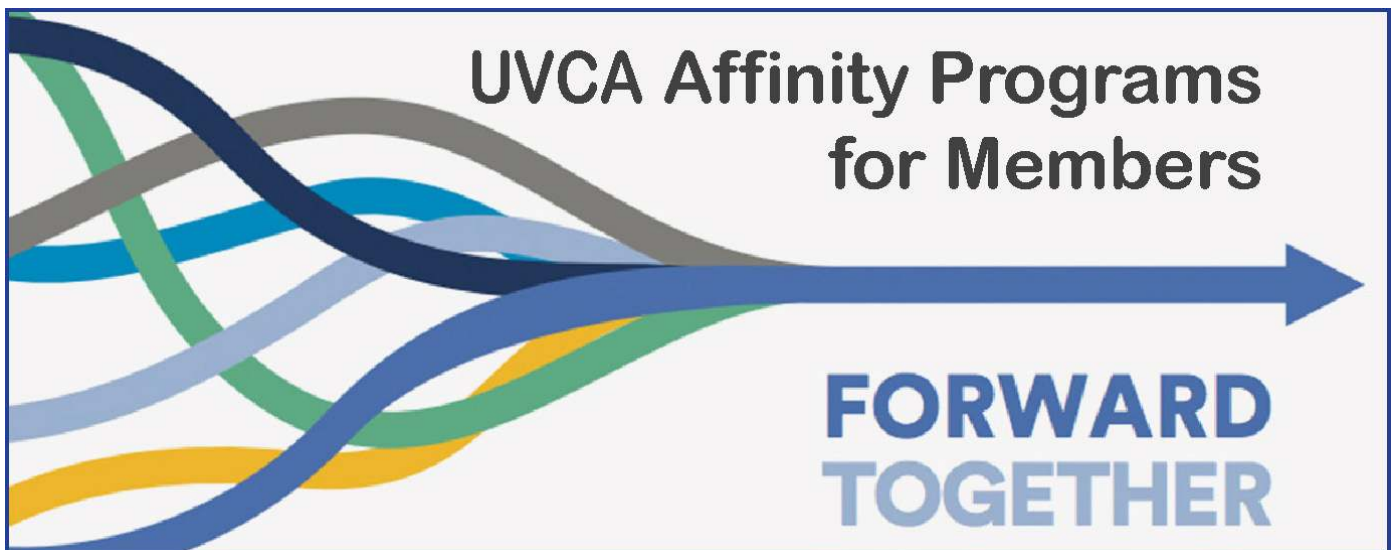
DC POSITION AVAILABLE: Alexandria, VA. Wonderful established clinic in Alexandria seeking associate interested in walking into a busy practice. Diversified family clinic also offering dry needling and happy to get doctors certified. 2 weeks vacation, health insurance, malpractice, and continuing education. Competitive salary based on experience. We have a wonderful team and terrific patients! Email c.leavitt4488@gmail.com or call cell 703-999-5432.

DC POSITION AVAILABLE: Ashburn, VA. Ashburn, VA Associate Wanted. Join a multi-disciplinary team of Chiro's/PT's/ Acupuncturists/Reiki Practitioners. Experience with myofascial release techniques and Dry Needling a plus. Contact ywong@mybwdoc.com w/C.V.100K+ & benefits package for the right doc and energy.

DC POSITION AVAILABLE: Chesapeake, VA. Chiropractic office in Chesapeake Virginia looking for an associate or independent contractor to join our team. We are a well-established, 33-year DC/PT clinic that offers Chiropractic, Physical Therapy, Massage

DC POSITONS

(cont. on pg. 32)



Affinity programs provide members with cost savings and/or product/service enhancements, increasing membership value. These programs often also include a contribution to the association, helping to reduce its dependency on dues income. The UVCA does not consider affinity program proposals until it has first-hand experience with the organizations and solid feedback from the profession.

For more info - see the UVCA website

(cont. from pg. 31)

Therapy, Laser Therapy and Nutrition. We are looking for an additional D.C. who is wanting/willing to put in the work to become successful in our wonderful profession! Good bedside manner, adjusting skills and a Virginia license is all that is required. We will provide all the training, staff, marketing and support you need. We offer generous compensation and a drama free work environment. This position is perfect for a new grad or even a seasoned doctor. Live, work and play by the beach! Kindly call or text Dr Schaier @ 757 641-0991 to learn more!

DC POSITION AVAILABLE: Fairfax, VA. Available immediately! Full-time associate position of a lifetime with ownership potential! Come join our well-established family practice and experience just how rewarding a career in chiropractic can be. New patients come primarily from patient referrals and advertising. Must have active Virginia chiropractic license. Contact Dr Frey at Freychiro@aol.com 703-304-0404 or Jerry Peterson at 888-878-0027 or info.practicebrokersinc@gmail.com. Please reference ad when inquiring.

DC POSITION AVAILABLE: Fairfax, VA. The Roselle Center for Healing has an immediate opening for a chiropractic associate. Work for the premier chiropractic integrative / wellness clinic in the mid-Atlantic area. Must have excellent adjusting and communication skills and a desire to work with other professionals in restoring patient health. Learn from the best in chiropractic. Basic AK is a plus, but not necessary-- Salary, bonus, mal-practice, health insurance contribution, 401k and paid vacation. Send resume to: drtomroselle@gmail.com. Check us out at www.rosellecare.com.

DC POSITION AVAILABLE: Gainesville, VA. Busy office seeks a team player to take on volume from retiring doctor working in a thriving Northern Virginia sweet spot, great opportunity for new graduate or mature doctor. Salary and signing bonus, paid vacation, 401K, malpractice, education and state association membership all included. Send resume to drhaupt@gateway-chiropractic.com.

DC POSITION AVAILABLE: Southwest, VA. Tuck Chiropractic Clinic is setting a new standard in patient-centered, evidenced-based, collaborative care delivery in Virginia. Our team of doctors at Tuck Chiropractic is composed of 16 chiropractors, working in 9 different locations in Southwest Virginia. We are seeking a full time or part time Doctor of Chiropractic to join our group in Southwest Virginia. Our clinics are well established in their locations in their local communities. All of our practices

are fully supported by our Administrative Support Center, located in Blacksburg, Virginia. Administrative support for our clinics includes billing processes, compliance guidance, staffing needs, clinic equipment, EMR software, marketing assistance and website promotion for all of our doctors. Competitive rate depending upon experience. Please visit our website www.tuckclinic.com for more information and to apply.

DC POSITION AVAILABLE: Spotsylvania, VA. Great opportunity for a starting DC. We are looking for some to work for us and transition to ownership. Newer up scale equipment. You can see some pictures of the office at this web site. <https://courthousechiropractic.com/staffoffice> Feel free to call Sean Stewart at: (540) 718-9567.

DC POSITION AVAILABLE: Virginia Beach, VA. 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.

DC POSITION AVAILABLE: Williamsburg, VA. Busy Chiro Rehab clinic looking for highly skilled, ethical DCs with excellent clinical and communication skills. We're open to DCs looking for part time, full time, independent contractor and/or full employee relationship. Evidence-Based, Interdisciplinary Collaboration, Active and Passive Therapy, SMT, Therapeutic Exercise. Fun clinic with NO drama in a GREAT college town. Contact Dr. Mark Croucher Info@spinecenterofwilliamsburg.com.

INDEPENDENT CONTRACTOR POSITION

IC POSITION AVAILABLE: Ashburn, VA (One Loudoun). Partnership with an IC in Ashburn VA (One Loudoun). Preference like minded chiropractor with background in myofascial release & Dry Needling. Office is willing to grow your practice with their overflow of patients. Office space is in a 2200 sq foot multidisciplinary practice with fully equipped rehab space. Text 703-975-3278 or email ywong@mybwdoc.com.

EQUIPMENT

EQUIPMENT: Galax, VA. Pettibon Decompression table, weighting, and wobble chair with protocol DVDs \$2,000. ProAdjuster Success DVDs (24 total) \$1200 new- only \$400, Singer Success manuals, CDs, complete notes \$300, Massage

(cont. on pg. 33)

(cont. from pg. 32)

Table \$150, Complete Low-tech rehab room over \$1500 new- only \$400, AFP Mini-Med processor parts (2 units)\$200, ELG Body Composition System (dated but works) new \$2400- only \$200, LOTS of practice management, patient education \$200 wadespro@yahoo.com.

EQUIPMENT: Midlothian, VA. 3 Chattanooga/Triton flat bench elevation tables. Excellent, good and fair condition. \$950, \$750 and \$550. \$2100 for all 3.3 Spa Lux elevation massage/acupuncture tables. All like new. \$750 a piece \$2100 for all 3.3 Brimhall/Erchonia Adjustor/Percussor combo. \$1100 each set. \$3000 for all 3.drkelly.wellnessfirst@gmail.com.

EQUIPMENT: Richmond, VA. • Motorized Continuous Passive Motion (CPM) Flexion/Distracton • Cervical, Thoracic, and Pelvic drops • Electrical Variable Speed (EVS) • Electric Variable Height • Front Lateral Flexion with Variable Lock • Separate patient "Shut-off" switch • Multi-Function Adjustable headpiece • Break-Away Abdominal Section • Plug-in Electrical Foot Switches; One Each Flexion On/Off and Uplift • Central Caudal Section Mount Controls for Variable Height, Timer, On/Off • 22" Table Width • ADA Compliant. Please contact Nelson Gregory 804-814-3545 phone or text,email nfgregory47@gmail.com.

EQUIPMENT: Virginia Beach, VA. Two chiropractic tables for sale in Virginia Beach. \$500/ea. or best offer. Please contact: J. miller26576@gmail.com.

PRACTICES

PRACTICES: Charlottesville, VA. Award-winning, affordable, established chiropractic practice for sale in Charlottesville, Virginia! Charlottesville may be home to the University of Virginia, but it's much more than the typical "college town" as the area has a good mix of blue and white collar workers, and it's close to the great outdoors where you can head to the Blue Ridge & Shenandoah Mountains for jaw-dropping scenic drives, hiking and more. For a quick day trip, you are only a couple of hours from Washington, D.C., one hour from Richmond and 3 hours from the beach. The business is approx 50% cash + 50% insurance featuring an effective combination of chiropractic, massage, acupuncture and rehab. The practice collects \$215,000/yr on average with healthy profit margins. Buy with as little as \$15,000 down! For more info, see <https://www.strategiccdc.com/24307> or email info@strategiccdc.com.

PRACTICES: Chesapeake, VA. Well established modern 29 year chiropractic clinic for sale in Great Bridge Area of Chesapeake.

Located in a busy strip center in upper income area on high traffic volume road. We are a family oriented practice treating all ages from newborns to seniors. Practice is approximately 50/50 cash/insurance w/ the occasional PI patient. Diversified, instrument and Thompson techniques as well as clinically skilled massage therapist, new DR Xray system, Lloyd Hi/Lo table (5yrs old), Decompression table, light rehab as well as typical physiotherapy and Footlevelers. ChiroTouch and Cash Practice utilized for patient management. We utilize Gold Star for Insurance billing. 3.5 day workweek generating average 365K. Can stay for smooth transition. Great opportunity for new doctor or doc wanting own business without the exorbitant cost of building a new business from scratch. Entire office will convey w/ exception to personal items. Office is very neat and tidy and full of stored junk or old records. Must have own funding or financing. For more information contact cwc23322@gmail.com.

PRACTICES: Chesterfield, VA. Reputable 44 year chiropractic and acupuncture practice. Retiring doctor looking for someone to take over his low overhead, high income practice. Averages approximately 30 patients a day. Located in a great area central to the Richmond and tri-cities areas. Very reasonable financing options. 804-233-9244 midchiropractic@gmail.com.

PRACTICES: Fairfax, VA. Spacious, well-established practice for sale in the Washington, D.C. metro area. The solo practitioner averages 372 patient visits per month in 3 days per week of patient care hours using diversified, drop work, decompression and other modalities. X-ray, rehab suite, 4 Loyd Galaxy tables with elevation and auto flexion distraction. Suitable for 2 Docs practicing in tandem. Monthly collections exceed \$40K. Practice valuation \$300,000 or best offer. Contact Dr Frey at Freychiro@aol.com 703 304-0404 or Practice Brokers, Inc. for more information at 888-878-0027 or email [info](mailto:practicebrokersinc@gmail.com). Please reference ad when inquiring.

PRACTICES: Lynchburg, VA. Opened in 1988. Four patient rooms. Reception area, digital x-ray, plus space for a massage therapist or a physiotherapy suite. Located on a high traffic road with excellent curb appeal and low overhead. Office space is equipped with two hi-low tables and a flexion distraction table. Owner is open to selling the equipment and patient files separately (currently sees 30 patients per day.) \$330,000 Call 434-239-9077 or email Timberlakechiropractic@yahoo.com.

PRACTICES: Newport News, VA. Cash based practice for sale in

(cont. on pg. 34)

(cont. from pg. 33)

Newport News by doc who has been in successful practice for 26 years. Doctor currently working part-time due to surgery and will be available for transition for as long as needed. This office offers many alternative cash therapies not found in many offices, and has a massage therapist on staff as well. Priced for quick sale. Patients are used to Diversified, Thompson Drop, and Cox Flexion/Distracton techniques. Sole Activator doc is not a fit. They are also used to a doc who is excellent at Soft Tissue techniques, stretching and Dry Needling. This office has low overhead and great staff in place. The office suite can also be purchased separately or continue to lease. There is also space next door for expansion. Excellent starter practice or second office. Email: ladybackdoc@aol.com.

PRACTICES: Northern VA (Loudoun County). Reputable, well-established 29- year-old practice is ready to welcome its new owner. The current owner is relocating and looking for a passionate, confident, young-at-heart doctor who wants to continue providing quality care to its long- time committed patient base. The practice is currently open 3 days per week collecting an average of \$227,000/year with potential for more growth by adding additional days. This spacious and inviting office has rooms available to add other income generators like massage therapy and acupuncture. The owner is flexible to stay for smooth transition. For more information contact: Mark Irion, Senior Partner at Transworld Business Advisors.mirion@tworld.com or 202-949-2009.

PRACTICES: Richmond, VA. Boutique chiropractic clinic in the heart of Carytown for sale. I build it up from the ground just before covid in 2020 and am ready to move out west to California in a few months. The business is setup a little differently than other clinics where I see patients for about 15 minutes each and provide soft tissue therapies as well as adjustments as needed. This has allowed the clinic to grow easily and bring in a higher fee per visit. Currently we accept most insurances and work under small care plans and then transition into wellness care. The location is only under lease until end of November but you can negotiate a new lease or move elsewhere. Willing to sell just the patient records and demographics as well. Please email Rusty@ChiroFactorRVA.com.

PRACTICES: Virginia Beach, VA. Chiropractic Office In Virginia Beach For Sale Established Practice over 40 years Dr. is Retiring will stay on for smooth transition. Chiropractic services account for 65 percent and Massage services the remaining 35 percent

are strictly cash. Collections last year were \$391,000.00 with no advertising dollars spent with earnings from repeat customers and referrals. Just minutes from the beach! Call or Text 757-630-1575.

PRODUCTS & SERVICES

PRODUCTS & SERVICES: Young drs and experienced drs looking to improve/expand your practice and net profit. Maybe looking to start the Exit Strategy process? Visit our website for more information. Totalwellness21-west.com.

SPACE AVAILABLE

SPACE AVAILABLE: Fairfax City, VA. We have a well established holistic office in Fairfax City with room for you. My 40 year SOT/AK holistic healthcare practice has space available for chiropractic, massage, acupuncture, physical therapist or other professional services. You will be joining a caring dynamic healing environment that is supportive of your practice. This is a fee simple rental. If interested contact Dr Allan Tomson at atomsondc@gmail.com

SPACE AVAILABLE: Fredericksburg, VA. One room (approx. 11x12) for lease in healthcare office located in downtown Fredericksburg for 27 years. Please contact Christine Thompson for more information. cthompson@whole-health.net 540-809-4223.

Want to place an ad?

Classified listings appear on website for 3 months and in at least 1 issue of the The Virginia Voice e-newsletter and blast email to all DCs. Max 65 words.

More information on classified and display ads can be found on the **UVCA website**.

UVCA Education & Events for DCs & Their Teams

Wednesday, December 4, 6:30 PM - 8:30 PM - LIVE SOCIAL EVENT

UVCA Mingle & Jingle Happiest Hour & Food Drive - Occoquan Historic District
NOW INCORPORATING THE Dec. 6 DISTRICT CONNECTION

(Fredericksburg, Stafford County, Spotsylvania)

Encourage our newest doctors to attend, support our existing community, and come celebrate the end of the year with fellow DCs on the riverfront. Bring a friend and a nonperishable food item for the Capital Area Food Bank. RSVP to Lee Krinzman at lkrinzman@virginiachiropractic.org.

Tuesday, December 10, 11:30 AM - 12:30PM- LIVE WEBINAR:

Understanding Medicare Advantage and 2025 Updates

We invite you to come prepared with your questions as Dr. Mario Fucinari, DC, CPCO, CPPM, CIC explores the intricacies of Medicare Advantage and updates for the year 2025. (1 Type 2 CEU)

Tuesday, December 10, 7:00 PM - 8:00 PM - LIVE WEBINAR

The Cost of Chiropractic Versus Medical Management of Adults with Spine-Related Musculoskeletal Pain: New Review in Chiropractic and Manual Therapies

In this webinar, Louis Crivelli II, DC presents highlights of the systematic review published in Chiropractic and Manual Therapies earlier this year. (1 Type 1 CEU)

Thursday, December 12, 1:00 PM - 2:00 PM - LIVE SOCIAL EVENT

District II Connection - Lunch at Rubino's (Ashburn Village)

Enjoy meeting with your colleagues for food and fun. RSVP to Dr. Will Sonak, drwill@lifewellnessnova.com or just stop by. (Every 2nd Thursday.)

Friday, December 13, 2024 - Sunday, December 15, 2024 - IN-PERSON EVENT

- OR -

Friday, January 24, 2025 - Sunday, January 26, 2025 - IN-PERSON EVENT

Dry Needling Institute Training Course - Maryland location

Each 3-day weekend session provides full certification. For more information & to register

<https://www.dryneedlinginstitute.com/20-hr-maryland-course>

SAVE THE DATE! - APRIL 25 - 27, 2025 - UVCA 2025 SPRING CONVENTION - Richmond

Ongoing -Online/On-Demand for DCs & CAs:

- **2024 Fall Convention - Top 6 classes** - 14 CEUs
- **Human Trafficking by Joe Kryszak** - FULFILLS VIRGINIA CEU REQUIREMENT
- **Medicare for Chiropractic Offices: From A to Z** by Lisa Maciejewski-West, CMC, CMCA-EM, CMOM, CMIS, CPCO
- **UVCA CA Training Program** by Louis Crivelli, DC

Many more options!

For more details, updates, and/or to register, visit the **Calendar of Events** at www.virginiachiropractic.org

The Virginia Voice

Fall 2024

The Virginia Voice is the quarterly newsletter of the Virginia Chiropractic Association, dba Unified VCA, 1520 Belleview Blvd, #5398, Alexandria, VA 22307, www.virginiachiropractic.org.

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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.