

## President's Message



With over 200 DCs and CAs and 30 exhibitors registered already, UVCA's Spring Convention in Short Pump May 3-5 is shaping up to be the best attended since 2019!

Of course, it helps to have a celebrity speaker like Dr. Alessandra Colon, clinical instructors like Dr. Tim Bertelsman and Dr. James Demetrious, philosophy experts like Dr. Gilles LaMarche and Dr. Neil Cohen, a panel

of successful docs sharing what has worked for them in Virginia, and a convenient central location... But as I talk to my colleagues around the state, it's clear that the growing attendance is due to more than a strong, diverse program for DCs and their teams.

### Connections.

The connections you make at UVCA conventions are connections you simply can't make virtually, at huge national meetings, or specialized technique or topic seminars. You'll establish new relationships and nurture existing, learn best practices (and practices to avoid), broaden your perspectives, and find out what vendors are supporting you locally. You'll build a support network -- a family -- to help you deal with practice challenges and celebrate successes. See page 4 for just a few ideas on how you can cultivate these connections in Richmond.

I look forward to seeing you!



Dr. Michelle Rose  
UVCA President



**Click Above for Spring Convention  
Program Info. or to Register**

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## Supporting Supplier News

Watch for an announcement regarding a new UVCA affinity program with **Binary Ideas Digital Marketing**, Lorton, VA! Enjoy great rates on high converting websites, AI-Driven Bots, and more. [See ad on page 5.](#)

**Electronic Development Labs**, Danville, VA, is offering a discount for a limited time on any of its thermal detection instruments! Nervo-Scope® is used by professionals around the world to detect and measure minute heat differences in the tissues along the spine. [See ad on page 8.](#)

Are you ready to develop your adjusting skills and presence of mind to make referrals and retention effortless? **MLS Professional Chiropractic Seminars** returns to NoVa October 5-6. Save the date and lock in your spot with early bird registration! Earn CEUs while gaining clarity, confidence, and courage in your self and your adjusting. UVCA members, don't miss out on extra savings - use code UVCA2024 at checkout!

**Stirling Professional** recently made a great teaser video for a MassChiro association event. If you are interested in training for how CBD products can help out your patients please contact Joe@stirlingoils.com.

## GENERAL MEMBERSHIP MEETING

A UVCA General Membership Meeting will be held on Saturday, May 4<sup>th</sup>, 9:45-10:30 a.m. at the Hilton Hotel & Spa at Short Pump in Richmond. Special guests include Virginia Delegate Mark Sickles, the ranking member of the Health, Welfare and Institutions Committee, and a member of the Appropriations Subcommittee on Health and Human Resources.

Convention registration is not required for members to attend the membership meeting.



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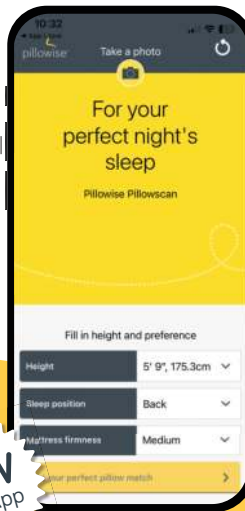
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## UVCA Spring Convention - May 3rd to 5th, 2024

Pillowwise is honored to introduce our distinguished guest, **Dr. Alessandra Colon**, affectionately known as Miss Chiropractic and the visionary force behind TLC Crack Addicts. Dr. Colon's dedication to enhancing overall well-being aligns with Pillowwise's mission to deliver tailored sleep solutions, ensuring personalized comfort and the ideal pillow size for each client.

Join us in welcoming Dr. Alessandra Colon as she brings insight, inspiration, and a shared dedication to chiropractic wellness to the **UVCA Spring Convention**.



## Osteoporosis: Designing an Effective Non-Drug Treatment Program

By Scott D. Banks, DC, MS

Chiropractors regularly encounter patients looking for more natural care for osteoporosis. As we are seen as “natural doctors” that is fitting but it is a serious responsibility. These patients are often aware and skeptical of the antiresorptive drug treatments as they are associated with significant adverse effects. The most common adverse effects include acid reflux, nausea, and diarrhea or constipation. The chronic esophageal irritation has been associated with a small but significant number of cases of esophageal cancer. More serious adverse effects include atypical transverse long bone fractures and osteonecrosis of the jaw.

These patient inquiries are increasing the result of demographic shift. The U.S. population as well as that of the developed world broadly is aging. The U.S. population grew 28% from 1985 to 2000. This growth was not evenly distributed between all age groups. The 45 and up population grew 2 ½ times greater than that under 45 years. It is projected that the population >65 years will exceed that of the 29 and under population by 2050 <sup>(1)</sup>.

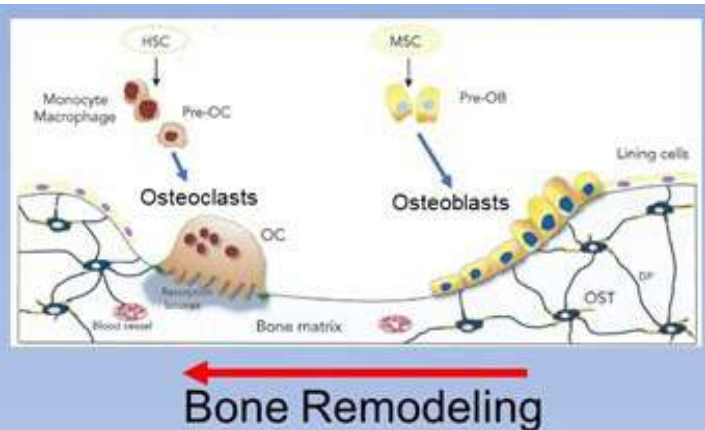
A natural outcome of this demographic shift is a population that has growing numbers of age-related diseases. One of those diseases is osteoporosis. Approximately 20% of the adult population have the disease while more than 1 in 4 women over 64 years have it. Equally alarming is the fact that more than 50% of women >64 years have osteopenia which is essentially early osteoporosis.

Osteoporosis is defined as a T score, or the number of standard deviations below that of young adults, of -2.5 or greater. Osteopenia is defined as a T score between -1.0 and -2.5. The concern with osteoporosis is fragility fracture which is a fracture from either no stress other than weight bearing or from less force than would be needed to fracture healthy bone. Osteoporosis increases fracture risk approximately 70% compared to that in healthy bone. Osteopenia is not benign and increases the risk 31% compared to healthy bone.

The common non-drug treatment recommendations rarely result in meaningful improvement. These recommendations typically include ongoing weightbearing exercise and adequate intake of minerals, vitamin D and vitamin K2. These interventions have utility in prevention in early to midlife to prevent bone loss but have questionable clinical effect once disease is present. The vast majority of patients presenting with osteoporosis are already taking these nutrients yet subsequent DEXA scans demonstrate progression.

The primary driver of age-related bone loss is an imbalanced activity between osteoclasts and osteoblasts/osteocytes. Simply supplying those materials without restoring normal cell activity has minimal impact on bone density. Studies have shown that supplementation of these nutrients can make a statistically significant change in bone density, but there is doubt that this change is clinically meaningful. A 2020 study found that this supplementation improved bone density 1%. While the research analysis showed that this was statistically significant or occurred fairly uniformly, it is not clinically meaningful in terms of fracture risk reduction. <sup>(2, 3)</sup>

Bone is constantly remodeling to repair microdamage and to handle changed weight bearing stress. This process is orchestrated by osteocytes (OST). They make up 90% of bone cells and are distributed throughout bone matrix interconnecting by multiple dendrites. Osteocytes serve as “mechanoreceptors” sensing bone load by electric signals generated by the sliding of matrix collagen fibers. This is similar to static that occurs sliding feet across carpet or other surfaces.



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That Support You!**

# EXTRA CONNECTIONS!



## Friday, 8:00 a.m.

**ALL:** 1st tee time for golf outing at **Sycamore Creek Golf Course**.



## Friday, 6:15 p.m.

**ALL:** Find your District Director at the Welcome Reception and get a special sticker!



## Friday, 10:00 p.m.

**NEW MEMBERS:** Meet Pres. Michelle Rose in the lobby bar for an after-dinner drink or just to meet and say hi.



## Saturday, 10:30 a.m.

**ALL:** Get your photo taken with **Dr. Alessandra Colón** and **Delegate Mark Sickles** in the exhibit area.



## Saturday, 6:15 p.m.

**ALL:** Haven't found your District Director yet for that special sticker? Try again at the President's Reception.



## Saturday, 7:30 p.m.

**LADIES:** The Chiro Ladies Dinner will be held at Plaza Azteca. **Space is limited** so **text Dr. Carly Swift at 757-358-0700** to reserve your spot.



## Saturday, 9:00 p.m.

**ALL:** Meet in the hotel lobby for an easy walk to stretch your legs, then head over to the Spizz if interested. **Text Dir. Chris Virusky to RSVP: 703-725-4357.**



## Saturday, 9:00 p.m.

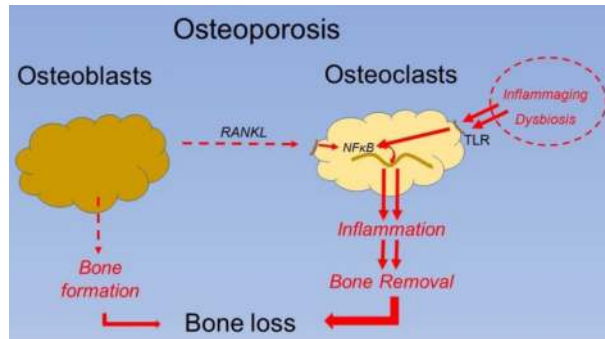
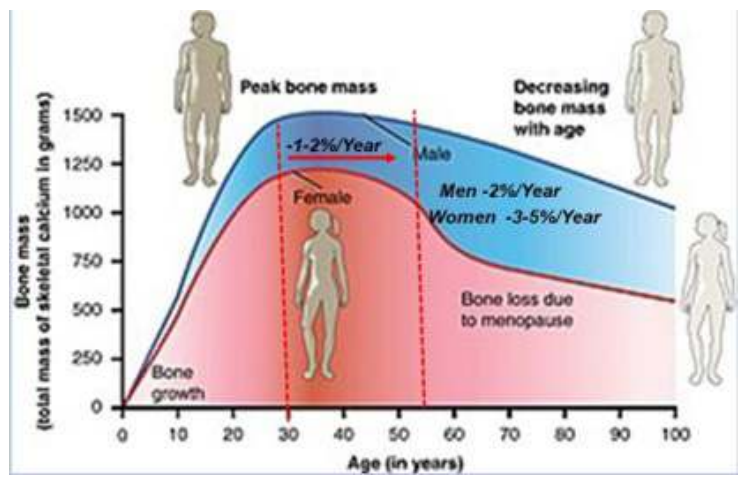
**ALL:** Meet in the hotel conference center for the **2nd Annual Saturday Night Spizz** to share your love of Chiropractic with colleagues, staff, family & friends!

*Continued from page 3* This electric signal activates the remodeling process with osteoclasts activating to remove micro-damaged bone. This is quickly followed by activation of osteoblasts which fill in new bone. Remodeling replaces 10% of our bone yearly and the entire skeleton is replaced every decade. Bone density peaks between 30 and 40 years of age and then declines 1-2% per year after the age of 40 equating to a typical loss of 15-20% by age 55 years. At that point hormone decline, particularly of estrogen, accelerates loss to 3-5% in women and 2% in men.


The progressive decline in bone density is driven by an increased activation of osteoclasts combined with diminished numbers and activity of osteoblasts. Considerable research has elucidated these shifts in cell balance. Osteoclasts are activated by an inflammatory signal from osteocytes called receptor activator of NFκB ligand (RANKL) which activates the NFκB pathway involved in all inflammatory signaling.

Extensive research has shown that there is progressive inflammatory signaling in humans with aging. Immunologists have coined the term “inflammaging” to describe this phenomenon. Systemic causes of inflammatory signaling such as gut dysbiosis and joint degeneration can tap into osteoclasts by their toll like receptors exaggerating the controlled inflammatory signaling typical of normal bone remodeling.

Agut restoration program to resolve dysbiosis and anti-inflammatory therapy with omega-3 FAs, curcumin and other herbs is important to diminish osteoclastic activity. This is not only helpful in bone but also all others systems affected by inflammation such as joints.



*Continued on page 6*



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*Continued from page 5* Bisphosphonates which are the first line drugs in osteoporosis treatment, inhibit osteoclast signaling diminishing bone removal but they do not improve osteoblast and osteocytes activity in ongoing bone regeneration. This lack of effect on osteoblastic activity is thought to be a mechanism associated with their adverse bone effects in some cases.

Osteoblasts have a life cycle of between 10-100 days. They must be constantly replenished by mesenchymal stem cells which migrate from yellow bone marrow in long bones. Unfortunately, mesenchymal stem cell populations in yellow bone marrow diminish with age accounting for the reduced bone osteoblastic activity. The electromagnetic signal discussed above initiates mesenchymal stem cell migration to bone for conversion to osteoblasts.

The electromagnetic signal that normally is generated in healthy bone causing osteoblasts numbers to increase can be "bio-hacked" by different forms of energy signals increasing bone regeneration. While weight bearing exercise and whole-body vibration can do this to some degree, much greater effect can be generated by laser therapy or by PEMF therapy.

Trial	Intervention	% Change BMD
Ebid et al	PEMF + Exercise	+26% Spine
Liu et al	PEMF	+37% Hip
Abdelaal et al	PEMF	+39% Spine

The typical improvement in bone mineral density (BMD) with bisphosphonate treatment is 5-8% over 1-3 years. Laser therapy has been shown to increase BMD 16-18% when applied 3 times per week for 3 months (4). PEMF therapy activates several differentiation and proliferation pathways in mesenchymal stem cells significantly replenishing osteoblast cell numbers and activity. Trials have shown PEMF therapy 3 times per week for 3 months produced 26-39% increased BMD (4, 5, 6).

*Continued on page 7*

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----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

*Continued from page 6* Laser therapy needs to deliver 4-6 J/cm<sup>2</sup> to the target bone including the lumbar spine and hips so it is important to have a good laser with enough power to do that efficiently. It is also important to treat an area of bone containing yellow marrow such as the shaft of a long bone where mesenchymal stem cells reside. This has been shown to increase migration and differentiation of stem cell to osteoblasts. The medial tibial surface is relatively superficial and an ideal location for this purpose.

PEMF therapy is perhaps the optimal energy therapy for osteoporosis as it is less time dependent on the therapist and has shown the greatest improvements in bone density. A unit with multiple solenoids is ideal so they can be placed in the areas mentioned above about laser application simultaneously. The trials showing these significant gains have used 40-50 Hz at 40 gauss PEMF signal.

Osteoporosis is a complex process. We owe it to our patients to understand the process and how to best help it. Effective non-drug therapy can produce important gains in bone density, an outcome our patients are asking for. Our profession is perhaps the best positioned to fill this need.

References:

- 1) Sato Y, Yanagita M. THE UNPRECEDENTED ERA OF AGING. Inflammation and Regeneration (2019) 39:15.
- 2) Weaver et al. CALCIUM PLUS VITAMIN D SUPPLEMENTATION AND RISK OF FRACTURES: AN UPDATED META-ANALYSIS FROM THE NATIONAL OSTEOPOROSIS FOUNDATION. Osteoporosis Int, 2016;27:367-376.
- 3) Reid IR, Bolland MJ. CALCIUM AND/OR VITAMIN D SUPPLEMENTATION FOR THE PREVENTION OF FRAGILITY FRACTURES: WHO NEEDS IT. Nutrients, 2020;Apr;12(4):1011.
- 4) Abdelaal et al. EFFECT OF PULSED ELECTROMAGNETIC THERAPY VERSUS LOW-LEVEL LASER THERAPY ON BONE MINERAL DENSITY IN THE ELDERLY WITH PRIMARY OSTEOPOROSIS: A RANDOMIZED, CONTROLLED TRIAL. Bull Fac Phys Ther, 2019;22:34-39.
- 5) Liu et al. PULSED ELECTROMAGNETIC FIELD AFFECTS THE DEVELOPMENT OF POSTMENOPAUSAL OSTEOPOROTIC WOMEN WITH VERTEBRAL FRACTURES. Biomed Res Int, 2021:2021:4650057.
- 6) Ebid et al. LONG-TERM EFFECT OF FULL-BODY PULSED ELECTROMAGNETIC FIELD AND EXERCISE PROTOCOL IN THE TREATMENT OF MEN WITH OSTEOPENIA OR OSTEOPOROSIS: A RANDOMIZED PLACEBO-CONTROLLED TRIAL. F1000Res, 2021;10:649.



***Dr. Scott Banks has been in practice for 40 years. He received his undergraduate degree from Alfred University and his DC degree from Logan College of Chiropractic. He received his Master of Science degree in Human Nutrition from the University of Bridgeport. Dr. Banks is the past editor of "Nutritional Perspectives", the journal of the Council on Nutrition of the American Chiropractic Association. He has given continuing education programs to health care professionals throughout the United States including the Southern Medical Association, The American College of Sports Medicine, and The Northern Virginia Society for***

***Continuing Medical Education. He served as a preceptor for Eastern Virginia Medical School in alternative medicine. He was named Chiropractor of the Year by the Virginia Chiropractic Association and has received a Lifetime Achievement Award from the organization. Dr. Banks is a co-editor of the UVCA's The Virginia Voice and is a frequent instructor at the Association's events.***

## Help Influence Physician Payments

You may be invited to participate in the Clinician Practice Information (CPI) Survey on behalf of the chiropractic profession.

The American Medical Association, in partnership with Mathematica, is surveying doctors to obtain data on costs to provide care, running an office, and priorities of practice. The survey results will influence payments from organizations like CMS and other insurance companies, as well as future funding from Congress and other levels of policy change.

An information sheet developed by Dr. Alli Totzke, UVCA PR Committee Chair, outlines the importance of your response if you are selected. Please click on the image below.



## AI Demystified: What Every Chiropractor Needs to Know

By Robert San Diego



Artificial Intelligence (AI) is no longer a futuristic concept; it's a present-day business tool transforming your chiropractic practice. But what exactly is AI? At its core, AI is a branch of computer science aimed at creating systems capable of performing tasks that typically require human intelligence. These tasks include learning, decision-making, problem-solving, and understanding language.

### Understanding the Basics

AI operates on the principle of simulating human intelligence in machines. This is achieved through algorithms and machine learning, where a computer system is "trained" using large amounts of data. This training enables the system to learn from patterns or features in the data, making it capable of executing tasks, making predictions, or recognizing language.

### How AI Can Help Your Chiropractic Practice

- 1. Enhancing Efficiency:** AI can automate repetitive, time-consuming tasks such as data entry, scheduling, and even customer inquiries through chatbots. This automation allows you and your team to focus on more strategic activities that require a human touch.
- 2. Data-Driven Decisions:** AI excels in analyzing vast amounts of data quickly, offering insights that might not be immediately

obvious. For your chiropractic practice, this means being able to make more informed decisions about marketing strategies, customer preferences, and operational improvements.

- 3. Personalizing Customer Experience:** AI can track and analyze individual customer behaviors and preferences, enabling personalized marketing messages, product recommendations, and services. This level of personalization enhances customer satisfaction and loyalty.
- 4. Predictive Analysis:** By analyzing trends and patterns, AI can predict future customer behaviors, market trends, and potential operational bottlenecks. This foresight allows your chiropractic practice to proactively adjust strategies, potentially saving costs and capturing new market opportunities.

### Getting Started with AI

For chiropractic owners looking to integrate AI, the first step is identifying areas within your business that can benefit most from automation or enhanced analytics. Start small, perhaps with a customer service chatbot or a basic analytics tool to gain insights from your customer data. The key is to choose solutions that are scalable and can grow with your practice.

### The Road Ahead

As AI technology continues to evolve, its accessibility for your chiropractic practice is also improving, making it a powerful tool for enhancing competitiveness and efficiency. By embracing AI, your  
*Continued on page 9*



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Continued from page 8      chiropractic practice can not only streamline your operations but also offer more personalized services, ultimately leading to better customer satisfaction and business growth.

In conclusion, AI is not just a technological advancement; it's a strategic asset that can propel your chiropractic practice into the future. Understanding and implementing AI within your operations can be a game-changer, offering benefits that were once considered out of reach for smaller enterprises.



*Robert San Diego is founder and president of Binary Ideas Local Marketing in Lorton, VA. The company specializes in strategic local marketing practices. Their mission is simple: They want their clients to succeed in their businesses by providing them a pipeline of leads through their targeted local marketing systems. For more information, visit <https://binaryideas.com/> -- and watch your email for information about an important new affinity program for UVCA members!*



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**Check out the video recording of the March Nuts & Bolts Lunch n Learn Dr. Cantu did for UVCA members! Log in to the VCA Vault and scroll down the left-hand menu to Practice Support then Office Management & Practice Resources!**

## Premier DC Members

As of 4/12/24



Marco Accordo, DC  
 Michael Amato, DC  
 Daniel Atwell, DC  
 Abel Borromeo, V, DC  
 Jeffrey Bowers, DC  
 Shannon Breeding, DC  
 Suzanne Coffey, DC  
 Christopher Connolly, DC  
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 Gary Dennis, DC  
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 Adam Wilding, DC  
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 Howard Wilson, DC  
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 Cally Womble, DC  
 JeYoung Yun, DC  
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### Premier Benefits

- Free spring and fall convention registrations for you.
- Free spring and fall convention registrations for your CA or office manager.
- Plaque, permanent name badge, newsletter listing, etc. to denote your increased participation and support.
- Monthly dues option for easier cash flow.
- All the regular great benefits of DC membership.
- And more... including the latest addition below, free access to the Clinical Compass Evidence Center!

## NEW PREMIER MEMBER BENEFIT THRU 12/31/24!

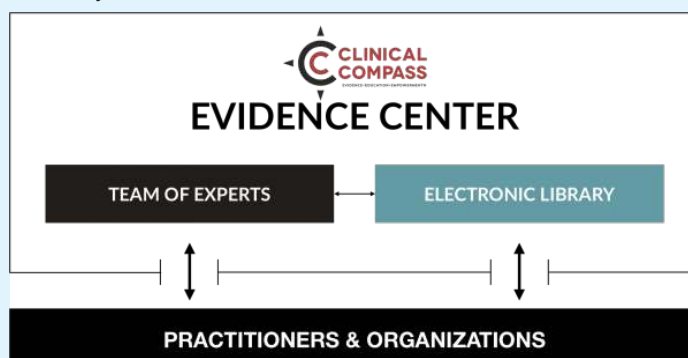
The Clinical Compass mission is to improve patient outcomes by advancing evidence-based care in an effort to transform healthcare through knowledge translation. The Clinical Compass' Evidence Center is the foundation of its outreach to the chiropractic community. It provides practitioners the resources 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 all of 2024!

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

Low Back Pain  
 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





## Compliance

The UVCA and HIPAA Compliance Services (Dr. Ty Talcott) are excited to announce this new benefit to help protect and educate members relative to the increase in cyberattacks, regulatory fines, and penalties affecting physician offices.

Areas of assistance include:

- 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."

Dr. Talcott has presented at UVCA seminars, conventions, and webinars a number of times. While few people "love" the topics he teaches, all agree that Dr. Ty teaches it better than anyone.

To learn more about this new benefit or to access it at any time, simply go to:

**[UVCA Compliance Helpdesk]**

## Billing, Insurance & Medicare

The UVCA helpdesk through Gold Star Medical Business Services remains your #1 source for Medicare, billing, coding, and insurance questions.

**[UVCA Billing/Insurance Helpdesk]**

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## Welcome, New Members!

(1/20/24-4/15/24)

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Perron Chiropractic  
Reston, VA  
Phone: (703) 689-2300  
info@perronchiro.com  
Member Type: DC - Fourth Year or More

### Bryngelson, DC, Mark

Life Wellness Center  
Stafford, VA  
Phone: (540) 720-6000  
drbryngelsonappts@gmail.com  
Member Type: DC - Fourth Year or More  
Cold Laser, Full Spine, Instrument  
Adjusting - Activator, Pettibon

### Cooley, DC, James

The Chiropractic Solution Center  
Midlothian, VA  
Phone: (601) 342-6475  
jamescooleydc@gmail.com  
Member Type: DC - First Year

### DeRocco, DC, Emily

Innate Beginnings Chiropractic  
Chantilly, VA  
Phone: (571) 482-4052

dremily@innatebeginnings.com  
Member Type: DC - Fourth Year or More  
Diversified, Drop Techniques – Thompson,  
Flexion/Distractor, Instrument Adjusting -  
Activator, Webster

### Eichorst, DC, Harold

Rosemont Chiropractic  
Virginia Beach, VA  
Phone: (757) 431-2225  
dr.eichorst@outlook.com  
Member Type: DC - Fourth Year or More  
**Referred by: Robert Leib, DC**

### Foltz, Jr., DC, Thomas

Trail Town Chiropractic  
Damascus, VA  
Phone: (704) 254-3799  
drtfoltz@yahoo.com  
Member Type: DC - First Year  
Diversified, Drop Techniques – Thompson,  
Flexion/Distractor

### Kerwin, Mary

Port Orange, FL  
Phone: (440) 417-5351  
Member Type: Student/New Grad, Palmer  
College of Chiropractic - Florida Campus

### Kirk, II, DC, Gerald

Amato Chiropractic & Rehabilitation Clinic  
Staunton, VA  
Phone: (540) 213-3904  
drk.amatoclinic@gmail.com  
Member Type: DC - First Year  
**Referred by: Michael Amato, DC**

### Mitchell, DC, Glenda

VTS Chiropractic & Wellness Center, PC  
Chesapeake, VA  
Phone: (757) 949-6165  
glendamitchell133yahoo.com  
Member Type: DC - First Year

### Pitt, DC, Allison

Family Chiropractic of Springfield  
Springfield, VA  
Phone: (703) 569-1300  
DrPitt@FamChiroSpringfield.com  
Member Type: DC - First Year  
Cold Laser, Diversified, Drop Techniques  
– Thompson, Gonstead, Instrument  
Adjusting - Activator, Webster

### Rayno, DC, Anna

Williamsburg Neck & Back Center  
Williamsburg, VA  
Phone: (757) 345-6562  
Member Type: DC - First Year  
Decompression, Diversified, Drop  
Techniques – Thompson, Full Spine,  
Gonstead, Graston, Instrument Adjusting  
- Activator, Instrument Adjusting - Impulse,  
Low / Non Force Techniques, Palmer  
Package, Thompson, Webster

### Schuster, DC, Kristopher

Beyond Wellness - Leesburg, Loudoun  
Family Chiropractic LLC  
Leesburg, VA  
Phone: (703) 723-9355  
admin@healwithhands.com  
Member Type: DC - Fourth Year or More  
Active Release Technique (ART),  
Diversified, Drop Techniques – Thompson,  
Extremity Adjusting, Flexion/Distractor,  
Kinesiotaping, Myofascial Release, Sacro  
Occipital Technique (SOT), Soft Tissue,  
Upper Cervical –Toggle

**UVCA MEMBER HELPDESK:**  
vcahelpdesk@  
goldstarmedical.net



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**UVCA MEMBER AFFINITY PARTNER**

**Continued on page 13**

Continued from page 12

### New Supporting Suppliers Supporting You!

#### Snyder, DC, Bryant

Chronic Care of Richmond  
Henrico, VA  
Phone: (804) 740-7105  
drsnnyder@chroniccareofrichmond.com  
Member Type: DC - Fourth Year or More

#### Tuck, III, Nathaniel

Blacksburg, VA  
Phone: (540) 808-9519  
Member Type: Student/New Grad  
New York Chiropractic College  
**Referred by: Jennifer Rathmann, DC**



#### Binary Ideas Local Marketing

San Diego, Robert  
Lorton, VA  
Phone: (703) 690-9726  
Member Type: Supplier  
Marketing/Sales  
See ad on page 5!  
**Referred by: Dr. Chris Virusky**



#### Medical Marvel Massage Chairs

Philo, Scott  
Exeter, NH  
Phone: (603) 882-7165  
Member Type: Supplier  
Equipment/Supplies



#### MLS seminars

Port, DC, Wade  
Marietta, GA  
phone: (678) 926-9300  
Member Type: Supplier  
Education, CE, Professional  
Chiropractic Training



#### Premier Health Chiropractic

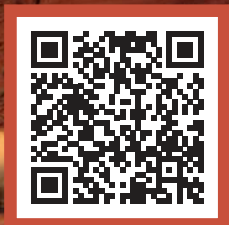
McDonald, Kenton  
Virginia Beach, VA  
Phone: (757) 229-9740  
Member Type: Supplier



### UVCA MEMBER AFFINITY PARTNER

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Our average practice sees 20% growth.  
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chusa.com

# CHUSA WITH HIM

## VCA doctalk to the Rescue

Posted on UVCA Doctors' Listserv, VCA doctalk on 4/10/24:

**“We are in the process of updating our office and looking for a new cc processing company. Can you please share what you are using?”**

### Responses:

- “I’m using Merchant One — been for about a year and very happy with them. I do not pay the fees, my patients do. And if they do not want, they pay by cash, check or Zelle. Many have grown to love Zelle.”
- “NCMIC has had the best rates for many years. I just switched to a different service that syncs to my billing software and they were willing to match. Every company that has approached me for years has never been able to beat NCMIC’s rates.”
- “I also process with NCMIC. Great rates, I also haven’t seen another company that can beat their rates.”
- “Cash Practice has good rates and their program and service is excellent.”
- “I use fortis -- it syncs with Chirotouch and other EHR. I average about 2.5% in fees.”
- “I use a company called Paragon Payment Solutions. They are great.”



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## Did You Know?

As a Unified Virginia Chiropractic Association (UVCA) Member, you are also a Group Member with the Foundation for Chiropractic Progress!

As an F4CP Group Member, you are granted access to a wide-array of benefits for your clinic.



## Group Membership Benefits



### Monthly Marketing Roadmaps

A month-at-a-glance, week-by-week guide of turnkey practice-building materials suitable for delegation to staff for implementation.



### Basic Listing in National Find-A-Doctor Directory

The F4CP directory is accessed by over 10k consumers every month.



### Monthly newsletter & exclusive F4CP news updates

Stay in touch and keep up with events, resources and more from F4CP.



### Access to live Practice Progress Webinars for DCs

Free, monthly webinars specifically for DCs.



### Access to live Pump Up Your Progress Webinars for CAs

Free, monthly webinars on a variety of topics for CAs and office staff.



### Brochures, White Papers & eBooks on various topics

Evidence-based content suitable for DCs to share with patients

## Have You Set Up Your FREE F4CP Account?

To access the above and much, much more:

1. Go to <https://www.f4cp.org/opt-in/> and follow the prompts.
2. Reach out to Marta Cerdan, the Foundation's Membership Director: phone 866-901-3427 x 1, email [marta@f4cp.com](mailto:marta@f4cp.com).
3. OR watch this 2-minute video tutorial from UVCA team member Maria del Mar Villar-Villar.



# Virginia Chiropractic Political Action Committee

## ChiroPAC

**This list of contributors is based on income received by 4/15/24.  
If you have any questions or needs, contact the Virginia ChiroPAC.**

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(\$1,000+ for the Year)**

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**Contact Information**

Blake Pooley - (919) 592 - 3651  
blake.pooley@mxrimaging.com

# MAKE THE CONNECTION

With Community  With Success

THANK YOU  
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## 2024 MEMBER GET A MEMBER CAMPAIGN



### Thank You, Early New Member Sponsors!\*

**2 New Members:**  
Dr. Carly Swift  
Dr. Bibhu Misra

**1 New Member:**  
Dr. Robert Leib  
Dr. Joseph Foley  
Dr. Jennifer Rathmann  
Dr. Chris Virusky



\*As of April 2024

### Win \$100 - \$600!

The single most effective tool the UVCA has to recruit new members and strengthen your association is **YOU!**

For every new member you sponsor you will receive one entry into the **\$100 gift card drawing** here at the Spring Convention! BONUS entries for social media selfies!

The drawing will be held during the General Membership Meeting on Saturday between 8:45-9:45 a.m.

PLUS, the campaign grand prize for the most members sponsored at the end of 2024 is **\$100 PER new member sponsored**, up to **\$600!**

For social media signs, testimonials & more scan the QR code or visit:  
[virginiachiropractic.org/member-recruitment](http://virginiachiropractic.org/member-recruitment)



## TLC Coaching

[tlc4u.life](http://tlc4u.life)

# TLC is Data Driven

You won't find a more caring community devoted to your prosperity and longevity in your practice and your home life



Compounding growth, debt reduction, longevity of patients and team are all core parameters we track in TLC



National average PVA is 23 and in TLC the average PVA is 65



Come to TLC for growth and stay for the the community

## Join us at our Next Event!

### Annual Strategic Planning Seminar

Featuring our guest speaker-  
**Dr Steve Cole**, Professor of Medicine and  
Psychiatry and Biobehavioral Sciences in the  
UCLA School of Medicine

September 27-28, 2024  
Warwick Hotel Rittenhouse Square  
Philadelphia, PA  
Register with the link above

## UVCA CLASSIFIEDS

Classified listings appear on the UVCA website in 3-month increments + in at least 1 issue of *The Virginia Voice* e-newsletter and blast email to all DCs. Pictures may now be included with online listings!

**DC MEMBERS:** 1<sup>st</sup> listing free. To post a free listing, go to the Member Resources section ("VCA Vault"), click on Classifieds, then click on Add. If you wish to repeat your ad for an additional 3 months, you must change the expiration date on your ad before it expires.

**SUPPLIER MEMBERS:** \$50 per quarter.

**NON-MEMBERS:** \$100 per quarter.

Ad Insertion Form & Schedule



As of 4/19/2024

### COVERAGE

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

**COVERAGE:** Seeking Part Time Coverage Chiropractors to Join Our Group: Tuck Chiropractic Clinic is setting a new standard in patient-focused chiropractic care in Virginia. We want to help our patients feel better and to live with less pain! We are seeking a part-time Doctor of Chiropractic for some consistent coverage work filling in during absences for a variety of reasons. Availability on short notice can be expected at times. Our clinics are in long-standing locations, with an established patient base in the local community. Visit the Careers page on our website at tuckclinic.com for more information and to submit your resume.

**COVERAGE:** 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:** 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 POSITIONS

**DC POSITION AVAILABLE:** Alexandria, VA. Looking for DC as an associate for one year with the eventual purchase of the practice in one year. Terms of the sale to be agreed upon at the time of higher. Current DC had a long-term relationship with a neurosurgery/pain management group in Northern Virginia. This practice has a large referral from pain management physicians as well as through the VA and the neurosurgical group. Current DC/Owner willing to stay longer than one year if needed. Great opportunity for a clinically oriented chiropractor with the opportunity to also purchased the building (2400 sq ft). Practice also has 5 CMT's that work in the facility both from employee and rental agreement. Salary between \$80,000 - \$100,000, lucrative retirement benefits. Office located on Alexandria/Springfield area. No X-Ray facilities, we refer to INOVA. Email resume/ CV to spinecare9@gmail.com.

**DC POSITION AVAILABLE:** Arlington, VA. Arlington/right on the Orange metro line: Looking for experienced chiropractor for a part-time associate position as we expand office hours in a new and growing wellness-based, holistic office. You'll be joining a 30+ year colleague (Palmer). Seeking strong manual adjusting skills, and confidence in the "big-picture" healing capacity of chiropractic care. We offer chiropractic, acupuncture, massage, and supportive fitness-based physical therapy. Approximately 60% cash, 40% BCBS. Positive, supportive work environment in a phenomenal location with lots of room for creativity and expansion. DrEllen@BodyHarmonyArlington.com.

**DC POSITION AVAILABLE:** 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. Please contact ywong@mybwdoc.com w/C.V. 100K+ & benefits package for the right doc and energy.

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

**DC POSITION AVAILABLE:** Hampton Roads Locations (Virginia Beach, Chesapeake, Suffolk, Hampton). Seeking DC for FT or PT weekend support. Starting salary FT \$85K,

negotiable based on experience. Hiring immediately for Hampton Roads Locations (Virginia Beach, Chesapeake, Suffolk, Hampton). Please contact Jaime Havran jaime.havran@thejoint.com.

**DC POSITION AVAILABLE:** Hampton, VA. Passionate about holistic wellness? Excited to make a meaningful impact? We're expanding our team and seeking skilled Chiropractors to join Lemmata in beautiful Hampton, Virginia! Be part of a dynamic clinic, committed to empowering lives through personalized care. Apply now to unleash your potential and help us elevate the art of chiropractic healing. Email resumes to LMartinez@lemmatachiro.com or call/text 325-277-3863.

**DC POSITION AVAILABLE:** Leesburg VA! Looking for a talented, experienced DC to join our established, busy practice in Downtown Leesburg. Part-Time or Full-Time. We are looking for a dynamic, easy going personality to join our small but busy and always growing office. Must have strong manual adjusting skills, great personal/patient communication as well as dedicated. Please contact Dr. Brad at cleggchiro@gmail.com

**DC POSITION AVAILABLE:** Lynchburg/Forest, VA. Looking to hire a new grade or experienced DC to join our established and growing multidisciplinary practice in Lynchburg/Forest. The current team includes Chiropractors, Physical Therapists, Athletic Training, and Sports Performance Training. Looking for someone with experience or willingness to incorporate FMS/SFMA, manipulation, soft tissue, and therapeutic exercise into their treatment plans. An interest and experience with athletics is preferred. Please contact vaspportandspine@gmail.com or visit our website (www.vassi.org) for more information.

**DC POSITION AVAILABLE:** Mechanicsville, VA. Atlee Chiropractic Center is a family practice clinic seeing people of all ages, but specializing in prenatal and pediatric chiropractic care. Established in Mechanicsville, VA in 2004 we have developed a long standing reputation for excellence within the community. Atlee Chiropractic Center is known for its excellence

**Continued on page 20**



## Important Updates & Enhancements to Your Membership



(Reprinted from 3/18/24 E-Blast)

Dear UVCA Member:

### Connect with Colleagues

District directors and other board members are bringing more and more events to your area. Check our Calendar to find out when and where to join your local colleagues to network and socialize.

### Connect with Compliance

Make sure you're protected from costly regulatory fines, increasing cyberattacks, and penalties affecting your office from being non-compliant. Dr. Ty Talcott, "The Compliance Guy," has established a free HelpDesk for UVCA members! Areas of assistance include HIPAA, No Surprises Act, OIG/Medicare Documentation, and The CURES Act. UVCA member benefits include direct email/phone access to compliance expert Dr. Ty Talcott, written assistance, video assistance, access to resources including white papers and short videos, and emergency support.

### Connect with Convenience

We are currently building out our new Learning Management System (LMS) with a tentative launch date of mid-May! This technology investment will enable you to access online/on-demand programming and CEUs seamlessly. It will also allow us to provide significantly more virtual content and build an ongoing library relevant to your needs.

### Connect with Answers

We're adding a chatbot to the UVCA website to make it easier to find the information you're looking for! It's part of an affinity program we just finalized with Binary Ideas, who will soon be offering their website and AI services with discounts as high as 20% and \$1000 off their standard pricing for UVCA members!

### Connect with Confidence

Have you utilized the free UVCA Member HelpDesk from Gold Star Medical Business Services? Members are discovering that they

can trust the information and assistance they receive from Gold Star regarding billing, coding, credentialing, and Medicare.

### Connect with Evidence

Premier Members have direct access to the Clinical Compass' Evidence Center for all of 2024! The Evidence Center provides the resources you need to address the real-world issues you encounter in your practice every day. It is an extensive library of research summaries that includes relevant and current peer-reviewed journal articles.

### Connect with Social

The UVCA has significantly stepped up its posts on social media, featuring lots of professional content you can quickly and easily use on your own platforms! Follow us on Facebook and Instagram!

### Membership Adjustments

Alongside these new benefits, the fee for some categories of UVCA membership will change effective April 1, 2024; our first adjustment since 2019! The change for those on annual renewal via EZ-Pay or invoice will be effective at the time of your next renewal. Quarterly dues will be as follows.

1st Year DC: \$42.50  
2nd Year DC: \$90.00  
3rd Year DC: \$132.50  
4th Year + DC: \$162.50  
Premier DC: \$375.00

This adjustment allows us to connect you to the elevated experiences you've grown to expect, such as those listed here -- and more. Thanks for your participation and support!

Sincerely,

Michelle S. Rose, DC  
UVCA President

### Continued from page 19

because we take exceptional care of our patients and cater to them as a whole, not just a spine. Our office is warm and welcoming and our goal is to consistently exceed patient expectations. We are currently looking for a qualified associate. We are seeking a chiropractor to work alongside the host chiropractor, Dr. Anna Bender, and our two other associates, not develop a separate practice or spend your days and weekends doing screenings and marketing. Education and interest

in motion palpation is preferable and excellent adjusting skills are a must. If your vision for practice has included being welcomed as a part of an exceptional team, treated as an equal and having an opportunity to be hands on with consults, examinations, films, reports and adjust, while being paid a competitive salary to make a difference, then please email your CV and a letter about yourself to dr.anna@atleechiropractic.com.

DC POSITION: Montpelier, VA. Holistic Rural Practice near RVA Seeks Associate; Join Our Office

Family. Candidates possess strong people skills, humor, with extremity adjusting & nutrition preferred. We find satisfaction in what we do daily, you should too. Patients are more than a spine, we treat the whole person. Competitive Salary, Bonuses, Benefits (malpractice, health ins., vacation/sick/personal days, etc), UVCA (state association) membership paid. Grow with us! <https://montpelier-family-chiropractic.careerplug.com/lj/01z2zrm>

DC POSITION AVAILABLE: NoVA. Associate Opportunity: Northern 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 chiropractic career can be. New patients come primarily from patient referrals and advertising. Must have active Va. chiropractic license. Contact Jerry Peterson at 888-878-0027 or [info.practicebrokersinc@gmail.com](mailto:info.practicebrokersinc@gmail.com). Please reference ad when inquiring.

DC POSITION AVAILABLE: Northern Va./Richmond. The Joint Chiropractic in Northern Virginia / Richmond is

**Continued on page 21**

**Continued from page 20**

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

DC POSITION AVAILABLE: Quinton, VA. Subluxation based Chiropractor to join our low pressure, steadily growing practice. Must have well rounded adjustment technique skills, including Full Spine Diversified, Activator, Drop, Myofascial work, plus. Good hands and good instincts. Easy going personality for a community based self-pay practice. Fair starting salary during initial ramp up period with potential for \$100K plus, Malpractice Ins, 50% of Health Insurance included. 5-day work week. Send CV to Chiroacumen@gmail.com

DC POSITION AVAILABLE: Virginia Beach, VA. We are looking for a Passionate, Driven, Pediatric, Prenatal, Focused Chiropractor to join our fabulous team of CAs and Doctors at Wave of Life Chiropractic. We are passionate about bringing chiropractic to help our community live with less frustration and more vitality. We are a cash based practice that sees 80% peds and prenatal. We have 2 female doctors and 2 locations. This is a fast paced, fun loving, team oriented job. We just had our holiday party with a meditative sound bath, pedicures, and brunch with a white elephant present exchange. Check out our IG for more about our company @ waveoflifechiropractic. We will train you in our processes and procedures, CLA Insight Exam equipment, ChiroTouch, etc. as well as mentor you professionally to grow into the chiropractor you dream to be. Part time & Full Time Positions Available. Salary: 75-95k/year, ICPA certification not required but an advantage. Benefits PTO, Malpractice, 401K, License, Association dues. We expect you to be hungry to succeed and join our mission to bring prenatal and pediatric chiropractic to Hampton Roads. Please contact Dr. Carly Swift at drcarly@waveoflifechiropractic.com or 757-358-0700.

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. Successorship: A better model. The classic Associate Doctor model doesn't work. Who wants to build a practice only to leave and start over? Consider joining our thriving Williamsburg Virginia practice & earn a healthy living, have some fun, grow personally and professionally, & enjoy life! Guaranteed base + bonus, retirement plan, & (most importantly) direct path to partnership & ownership -- with the training and support needed to thrive, not just survive. (757) 876-0899, or email pchiro@performancechiropractic.com. More information at: https://www.performancechiropractic.com/successor/

**Continued on page 23**



## Membership Benefit

Use the Code:  
**UVCA2024** to get **10% OFF\***  
your order from ChiroCode.

602-944-9877
chirocode.com

\* Applies to all product published by ChiroCode except Good Deal and Best Deal bundles.



## SPRING CONVENTION -- NEW VIRTUAL OPTIONS!



VIRTUAL PROGRAM

JUST ONLINE & ON-DEMAND -- DCs

Can't attend live in Richmond? You can still enjoy selected convention sessions and earn up to 16 CEUs (up to 13 type 1) via the post-event videorecording!

	Early By 4/15	Regular After 4/15
PREMIER MEMBER DCS	\$350	\$400
ALL OTHER MEMBER DCS	\$759	\$809
NON-MEMBER DCS	\$959	\$1009

PLUS ONLINE & ON-DEMAND -- MEMBER DCs

MEMBERS ONLY

Attending live and in-person but ALSO want to view some of the sessions you missed? Add the "Plus Online/On-Demand" option! Type 2 CEUs.

ALL MEMBER DCS	\$300 (In addition to live/in-person registration and fee)
----------------	------------------------------------------------------------



# Chiropractic Assistant Certification Program



**For CAs Who Are Ready To**

# GROW

*Online and On-Demand*  
**30 Hours, 10 Months**

Developed specifically for Virginia by popular instructor and UVCA supporter **Dr. Louis Crivelli**, creator of the Maryland Chiropractic Association CA licensure program, the UVCA program is based on priorities voiced from Virginia DCs and CAs. It is accessible for 10 months after purchase and can be completed at your own pace.



### **GENERAL INFO/ CHIROPRACTIC BLOCK (10 HRS)**

- Intro to a Rewarding Career
- The Healthcare Spectrum
- Duties of the CA
- Office Procedures



### **ANATOMY/ PHYSIOLOGY BLOCK (10 HRS)**

- Medical/Chiropractic Terminology
- Common diagnostic and procedural terms
- Body, Skeletal, Muscular, and Nervous Systems
- Pain and Recovery



### **THERAPEUTICS BLOCK (10 HRS)**

- The Chiropractic Adjustment
- Thermotherapy
- Cryotherapy
- Electrical Stimulation
- Traction
- Rehab Methodology
- New/Emerging Therapies
- Medicare for the CA

## **ONLINE PROGRAM REGISTRATION FEES**

CA working for a UVCA member DC: **\$249**  
(Just \$9.96 per hour!)

CA working for a non-member DC: **\$449**

- **REGISTER NOW:**  
[https://bit.ly/CA\\_Cert](https://bit.ly/CA_Cert)

## **FOR QUESTIONS ABOUT PROGRAM CONTENT:**

 [drcrivelli@gmail.com](mailto:drcrivelli@gmail.com)

 305.474.5934

 [viriniachiropractic.org/  
CA-Training](http://viriniachiropractic.org/CA-Training)

## **Continued from page 21**

DC POSITION AVAILABLE: Woodbridge, VA. We're looking for a Full-time or Part-time associate to join our practice in Woodbridge, Va. We're a rehabilitation focused practice utilizing chiropractic adjustments, myofascial therapies (ART, Graston, Dry Needling), modalities and rehabilitation exercises. Salary, Bonus, Health Insurance, Vision/Dental Insurance, 401k matching and Paid time off. If interested please send resume to: drstevenhan@yahoo.com

DC POSITION AVAILABLE: Woodbridge, VA. Associate wanted for well established single doctor practice in Woodbridge, Virginia. Chiropractor will be managing doctor; owners near fully retired. Six figure minimum with production bonuses. Must have VA license Call 301-332-9492 (Alt.# 703-402-9092)

DC POSITION AVAILABLE: Seeking Chiropractors to Join Our Group: Tuck Chiropractic Clinic is setting a new standard in patient-focused chiropractic care in Virginia. We want to help our patients feel better and to live with less pain! We are seeking a full time Doctor of Chiropractic for a fellowship position. Our clinics are in long-standing locations, with an established patient base in the local community. Position Summary: The foremost responsibility of a Fellow is to master all fundamentals necessary for the day-to-day operations of our clinics. This will involve working in conjunction with local clinical staff to provide high-quality patient care. The Fellow will begin to learn the requirements of leading a successful practice as defined by Patient Experience, Clinical Care Delivery and Outcomes, and Financial Sustainability. Visit the Careers page on our website at tuckclinic.com for more information and to submit your resume.

## **EQUIPMENT**

EQUIPMENT: Alexandria, VA. Electric stimulation machine. Works great. 100 or best offer. Please text Cameron at 571-214-1305.

EQUIPMENT: Chesapeake, VA. Back Specialist Flexion/Distractor table for sale. Excellent condition and works perfectly. Drop pelvic section and drop away abdominal section. Motorized function or manual function. Has electric elevation function as well.

Has flexion handle and upholstery is perfect. \$500 CASH. Located in Chesapeake, Virginia. I can help you load. Call 757-549-1664 or email: chesapeakewellnesscenter@gmail.com.

EQUIPMENT: Danville, VA Lumix 2 Class IV Laser for sale. A high duty-cycle super-pulsed laser with 650 nm and 910 nm wavelengths. Delivers up 250 watts of peak power and 5 watts of average power out of a super pulsed beam, an order of magnitude higher than competing superpulsed lasers in equivalent output. Needs a fix to the button on the hand piece that turns the laser on/off, and the foot pedal doesn't currently work. Paid \$20K, asking \$5K. Fixes needed should be cheap! Call me at 434.489.3694 with questions. Buyer must pick up. Email: doctortamago@gmail.com

EQUIPMENT: Elkton, VA. Antique table for sale. Everything works - drops, traction, and cervical elevation. Asking \$500 or obo. Contact 540-288-1727 ask for Dana.

EQUIPMENT: Fredericksburg, VA. Lloyd Elevation Table with all drops \$4000. Contact Christine at (540) 809-4223 or cthompson@whole-health.net

EQUIPMENT: Harrisonburg, VA. This LSI System IV Interferential Muscle Stimulator is the perfect product for anyone looking for a TENS/EMS Unit with 4 channels. Also have leads and pads \$1500.00 call Michael King, DC at 540-742-5935 Located in Harrisonburg, VA.

EQUIPMENT: Harrisonburg, VA. The Quantum 400 Intersegmental Traction Table is an advanced and effective chiropractic treatment table designed for spinal decompression and therapeutic traction. This high-quality table offers a full range of motion with a long range of motion to effectively treat areas of the spine. The Quantum 400 allows for precise traction, with adjustable speed and intensity settings to target specific needs. The table also features a unique one-touch auto-program mode, allowing for a variety of therapeutic treatments to be administered quickly and easily. With its advanced features and ease of use, the Quantum 400 Intersegmental Traction Table is a great choice for chiropractors who are looking to provide the best possible treatment for their patients. Used but in excellent condition. Located in Harrisonburg,

VA. Call Michael King, DC 540-742-5935.

EQUIPMENT: Ruckersville, VA. Chattanooga RPW Shockwave- Like New! physical therapy shockwave, Radial Pulse Wave therapy unit. Great therapy but my area is rural and patients are not using it. I have used it about 25 times and got great results. It is basically brand new, comes with two heads one for average areas like knees, shoulders, cervical, and mid back areas and one for deeper target tissue like SI joints, lumbar, and hip areas, etc. Currently the dealers and online sellers are selling new units for \$17,300 plus sales tax but I will sell this one which is essentially new for \$15,550.00 (no tax...). 540-308-1702 is my cell.

EQUIPMENT: Williamsburg, VA. Like new dual inclinometer and muscle tester. \$3000.00. Would need to purchase new software license from J-Tech for \$1500.00. A new unit from J-Tech is over \$9000.00. This would end up at 1/2 that. Great deal for PI practice. Reimbursement from testing codes would quickly pay for this unit. Email drrobertpinto@pintochiro.com or text/call (757) 880-1564.

## **EVENTS**

EVENTS: Various locations. ALL THE CEUS AND TEAM TRAINING YOU NEED! See the conventions, Nuts + Bolts Lunch & Learns, webinars, seminars, and online/on-demand programs the Unified Virginia Chiropractic Association (UVCA) has coming up at www.virginiachiropractic.org > Calendar. UVCA. Membership not required for most programs but members enjoy discounted or free registration. Questions? Call 540-932-3100.

## **IC POSITIONS**

IC POSITION AVAILABLE: Arlington, VA. Amazing Independent Contractor Space Available or Shared Space Available for any Healthcare Provider. Locations in Arlington and Purcellville, Virginia. Space includes: multiple rooms with adjusting tables and therapy equipment, large fully equipped physical therapy area, high frequency x-ray, along with everything else you would need to start practicing. Don't miss this turn-key opportunity with amazing growth potential. Email drward@novarehab.com or call 703-434-9669.

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.

IC POSITION AVAILABLE: Richmond, VA. Independent Contractor Opportunity in Richmond Suburbs: Established, busy office looking for IC ready to start or move an established practice. We know how to launch & grow a successful practice providing amazing support in all aspects of practice management with a highly trained staff. Our office of professionals is eager to offer this opportunity to the right doctor, new or experienced. Send CV/resume:rva.chiro.doctor@gmail.com.

## **PRACTICES**

PRACTICES: Bedford, VA. Bedford (pop 6600) is a quiet town in southwest Virginia located between Lynchburg (population 91K) and Roanoke (population 98K). Very low crime rate. Very good school system. Liberty University, a Christian university, and Virginia Tech are nearby. The Bedford YMCA is 200 yards from the office. Peaks of Otter (3 mountains 4000 elev.) are within 20 minutes if you like mountain climbing. The Appalachian trail is 25 minutes away. Smith Mountain Lake is 25 minutes south if you like bass fishing. Many other hiking trails are nearby with varied degrees of difficulty. The practice is located on the edge of Bedford directly off the main highway between Roanoke and Lynchburg and is 2400 square feet. Digital X-ray on site. Predominately diversified adjusting and therapies. Practice collected 328K in 2023 working 3 days per week. Income is very stable. Could be much more if worked 5 days per week. Dr. will finance the sale and stay for smooth transition. Support staff will stay if needed. Telephone 540-586-5860.

PRACTICES: Charlottesville, Virginia. Award-winning, affordable, and well established chiropractic practice for sale in Charlottesville! Charlottesville may be home to the University of

**Continued on page 24**

## Continued from page 23

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, DC, 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.strategicdc.com/24307> or email [info@strategicdc.com](mailto:info@strategicdc.com).

**PRACTICES:** Chesterfield, Virginia. 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. 804-233-9244 [midchiropractic@gmail.com](mailto:midchiropractic@gmail.com)

**PRACTICES:** Washington DC Metro Area, VA. Retiring doctor with very well-established practice looking for a new owner. The clinic utilizes a variety of adjusting techniques and physiotherapy. Additional services include physical therapy and laser therapy. Patients primarily come in through referrals or advertising. 3-day a week operation averaging 394 patient visits per month and collecting over \$46K monthly. For more details, please contact Practice Brokers, Inc. toll-free at 888-878-0027 or email [info.practicebrokersinc@gmail.com](mailto:info.practicebrokersinc@gmail.com).

## PRODUCTS & SERVICES

**PRODUCTS & SERVICES.** Young doctors and experienced doctors 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](http://Totalwellness21-west.com)

## UPDATES

For the latest classified listings or to place your own, go to [www.virginiachiropractic.org](http://www.virginiachiropractic.org) and click on "Classifieds."

# THE VCA VAULT

A MEMBER EXCLUSIVE BENEFIT

**Access the Vault in 2 Simple Steps!**

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

## UNLOCK & ACCESS A WEALTH OF RESOURCES

### 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

**THE NEW 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 Tool kits
- ▶ The Virginia Voice Newsletter
- ▶ Legislative Action Center, Virginia CPAC and Much More

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

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

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



## UVCA Education & Events for DCs & Their Teams

Friday, May 3

### **GOLF OUTING** - Social

Sycamore Creek Golf Course Richmond, VA  
Convention Registration Not Required

Friday-Sunday, May 3-5



### **UVCA SPRING CONVENTION** - In-Person

**SPECIAL GUESTS** Including Dr. Alessandra Colon of  
"Crack Addicts"

Speakers Drs. Tim Bertelsman, James Demetrious, Giles LaMarche, Mario Fucinari, Mark Sanna, and many more!  
For the Whole Team  
Richmond, VA

**NEW! Selected Sessions Available Online/OnDemand in Late May**

Thursday, May 16

1:00 - 2:00 p.m.

### **Nuts + Bolts Lunch & Learns** - FREE Webinar

#### **LASER THERAPY**

By Dr. Nelson Marquina  
For the Whole Team

Friday-Sunday, June 7-9

### **DRY NEEDLING CERTIFIED TRAINING** - In-Person

By Dr. David Fishkin  
Rockville, MD

Thursday, June 13

12:45 - 2:00 p.m.

### **Lunch at Rubino's** - Social

#### **DISTRICT 2 CONNECTION**

Ashburn, VA

June 22



### **CREATING ROCK SOLID RECORDS & CODING FOR CHIROPRACTIC** - In-Person

By Dr. Evan Gwilliam  
Norfolk, VA  
For the Whole Team

Ongoing

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

- **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
- **Rad Tech Ltd. Training Program & Exam** by York Technical College & ACRRT
- **Monthly Subscription CA Training** from Assistants for Chiropractic Excellence
- **DOT Testing** through TeamCME & NYCC

Supplier Member Events

#### UVCA Supporting Supplier Programs

Visit the calendar on UVCA's website especially for programs & events from supplier members.

For more details, updates, and/or to register, visit the Calendar of Events at [www.virginiachiropractic.org](http://www.virginiachiropractic.org)

## The Virginia Voice

Spring 2024

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

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

Advertising: 540-932-3100.

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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.