

ON THE AGENDA

# NYS CA

March 2021

New York State Chiropractic Association



## PRESIDENT'S REPORT

Jason Brown, D.C.

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president@nysca.com

**Vice President**

Lloyd Kupferman, DC [Region 2]  
vicepresident@nysca.com

**Recording Secretary**

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secretary@nysca.com

**Communications Secretary**

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comm.secretary@nysca.com

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treasurer@nysca.com

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Mariangela Penna, DC  
[ACA Affiliate Dir.]

**NYSCA STAFF**

Executive Director - Karl Kranz, DC, Esq.  
ed@nysca.com

Controller - Elizabeth Kantrowitz  
controller@nysca.com

Executive Administrative Assistant -  
Ms. Antoinette Kranz | antoinette@nysca.com



Leslie W. Lange, DC ,Amy Kochersberger and Megan Stavalone. Missing are Dan Quatro, Mitchell Long and Jason Swinton.

**Greater Rochester Chiropractic believes strongly in supporting the political and financial future of the profession at the local, state, and national levels.**

For more than 20 years now, GRC has included annual dues to both the NYSCA and the ACA as part of the benefit package to its Associate Docs. I have also strongly encouraged active participation in those Associations.

Our profession continues to operate on the fringes of the healthcare system, and without our state and national associations we would be unable to survive the continual onslaught by healthcare and insurance interests and competing healthcare professions. We cannot forever hope to practice in a bubble.

Is there a piece of news or an event you want to share with the membership? If so, please submit them to [comm.secretary@nysca.com](mailto:comm.secretary@nysca.com)

**WELCOME NEW MEMBERS**

The NYSCA would like to welcome new and returning members!  
Your participation in professional organizations is essential to the advancement of our work for our members and our patients. Thank you!

**NEW LICENTIATES**

- Richard Amann, DC D-15
- Karl R. Casseus, DC D-17
- Allison E. Doyle, DC D-17
- Alex Eckert, DC Affiliate OOS
- Matthew A. Fraczyk-Syczyk D-10
- Ethan J. Harrod, DC D-10
- Michael Iuliano, DC D-12
- Mitchell J. Long, DC D-15
- Jordan P. Nelson, DC D-17
- Christopher W. Piering, DC D-12
- Fernando G. Quintana-Alicea D-15
- Danyelle Redmond, DC D-17
- Nathaniel C. Schilling, DC D-7
- Kevin Thomas, DC D-5
- Mariella Townsend, DC D-6

**NEW MEMBERS**

- Paul Giambo DC D-7
- Thomas M. Haveron, DC Affiliate OOS
- Ashley Lapinski, DC D-16
- Steven Mendola, DC D-5
- Darren K. Pollack, DC D-1
- Walter Tonyes, DC D-9

**RETURNING MEMBERS**

- Lewis J. Bazakos, DC D-6
- Kara A. Carapella, DC D-16
- Scott Coon, DC D-15
- Karyn M. Dorneman, DC D-10

**STUDENT MEMBER**

**NYCC-** John Nagiub



## PRESIDENT'S REPORT Jason Brown, D.C.

The year 2020 is behind us and the NYSCA is looking forward to brighter days ahead.

In examining the response to the pandemic, the dedication to public health and safety exhibited by the chiropractic profession is recognized and appreciated. Moving forward, our public health efforts must continue, as we also work on returning to other priorities.

The need for regular disinfecting, handwashing, masks, and physical distancing continues. In addition to this, we have seen outpatient healthcare providers become eligible for vaccination early in the vaccination rollout. I am pleased to see many of our colleagues taking this step to protect their practices and communities. Vaccination in New York remains optional for those who are eligible.

New CDC guidelines state that those who are fully vaccinated do not need to quarantine after exposure, which should help practices remain open and uninterrupted while facilitating continued service to patients. Patients with comorbidities became eligible to schedule appointments for vaccination. This group along with the elderly are the ones we have all been sacrificing and working so hard to protect. New York's statewide positivity rate continues to decline. While there is still work to be done, the strides forward in controlling the pandemic should leave us optimistic.

NYSCA's legislative agenda is led by our efforts to modernize our scope of practice. While we have all known that this needs to be addressed for some time, the covid-19 crisis has highlighted the need for healthcare providers to practice at the top of their education and training. Legislators in Albany are dealing with some exceptional challenges in the state budget. In spite of these obstacles, we will continue to shine light on our priorities and our patients needs.

The scope modernization bill was reintroduced in this session, [Assembly bill 4358](#) sponsored by Assembly member O'Donnell and [Senate bill 1319](#) sponsored by Senator Gaughran. We are seeking additional cosponsors at this time. Our other legislative efforts for the Partnership Bill in coordination with the other Title VIII professions continues as well.

In the area of workers compensation, I trust NYSCA members are enjoying the parity achieved in the fee schedule through ongoing efforts of NYSCA and the Council. I hope

this is helping you and your practice provide the exceptional care NYSCA chiropractors are known for.

The NYS Workers compensation Board has recently released proposed updates to the [Medical Treatment Guidelines](#). This February 5th proposal includes updates to the Neck Guidelines and Mid and Low Back Guidelines. NYSCA's workers compensation committee is actively reviewing them and planning to submit a public comment. If you have any thoughts or comments, please send them to the committee at: [WorkersCompCommittee@nysca.com](mailto:WorkersCompCommittee@nysca.com). Please send your comments to the committee no later than March 10th.

National news includes the ACA's continued efforts towards parity Medicare. [The Chiropractic Medicare Coverage Modernization Act](#) initially introduced July 2019. The bill will be reintroduced soon. Once it is reintroduced additional cosponsors from New York will be needed to help advance this cause. This bill will provide coverage for Medicare patients for all services provided within a state's scope of practice, such as examinations, modalities, and adjunctive procedures. This will free our seniors from the burden of out-of-pocket expenses for chiropractic care, when similar expenses aren't seen from other healthcare provider types. Please keep your eye out to support this.

[NYSCA's Spring convention](#), typically held at Mohegan Sun, had to be moved virtually to ensure the safety of our members and their patients. Join us for great continuing education and category 1 credits from the comfort of your own home on April 10th (1-7pm) and April 11th (10am-4pm). The NYSCA Officers and Board will be meeting virtually this spring as well. As NYSCA's strength is in our community and togetherness, we are hoping to resume in person conventions this fall and look forward to seeing you then.

Jason Brown, DC  
NYSCA President

# SAVE the DATE

## April 10-11, 2021

### New York State Chiropractic Association Spring Symposium

via live webinar with the NYCC Postgraduate Department

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NYSCA 11160



# Brand-New F4CP Podcast, Adjusted Reality, is Here!

## Adjusted Reality Episodes



Learn how to awaken your health with a **5-minute meditation** from *Time Magazine's* Top 100 Heroes, Dr. Deepak Chopra.

Learn practical **nutrition tips** from the Nutrition Diva podcast host, Monica Reinagel.

Learn how to **shift your mindset** to enhance your fitness journey with Mind Pump podcast host, Adam Schafer.

As a Foundation for Chiropractic Progress member through New York State Chiropractic Association's enrollment in Group Membership, you receive access to a number of chiropractic marketing resources, including but not limited to the Foundation's brand-new podcast, **Adjusted Reality**, which is officially live. After months of planning and preparation, we are eager for you to tune in and listen to how to optimize health in a fun and relatable way.

Featuring industry-leading guests like Dr. Deepak Chopra, Monica Reinagel and Adam Schafer, you're going to want to share this podcast with your patients. In fact, we encourage it! Touching on all things health and wellness, this series will connect with your patients in a way that motivates them to get healthy from the inside out.

Adjusted Reality is available to stream across multiple platforms, which makes listening and sharing even easier.

If you're unsure of how to access and stream a podcast, click below for a step-by-step guide on how to listen and share the episodes

[PODCAST STEP-BY-STEP GUIDE](#)

Click below to follow Adjusted Reality on Instagram

[FOLLOW ADJUSTED REALITY](#)



# SAVE THE DATE FOR UPCOMING NYSCA-SPONSORED WEBINARS

In addition to CE available at our [statewide conventions](#), the NYSCA now offers continuing education credit via webinar through [NYCC Post-Grad](#). NYSCA Webinars are held monthly, usually on a Wednesday at 1pm EST.

**Wed, March 24, 2021 | 1pm (1CE)**

**Applications to Reduce Chronicity and Improve Prognosis in Workers' Compensation Patients**

**Presenter:** David B Kartzman DC

**Course outline:**

- Understand higher costs for care, more utilization in work injuries.
- More likely to lose work time.
- CPT 97110 and the Medical Treatment Guidelines

[REGISTER ONLINE](#)

**Wed, May 26, 2021 | 1pm (1CE)**

**Documenting and Coding WC Injuries: Utilizing the Guidelines and CMS-1500 form in reporting chiropractic care for an injured worker.**

**Presenters:**

Jason Brown DC & Robert Martin DC

**Course outline:**

Providing timely and effective chiropractic care is essential to facilitating recovery and return to work for the injured worker. As we emphasize this early effective care to limit chronicity and addiction, effective documentation and communication also plays an integral role. This course will strive to educate attendees on utilization of new processes and the CMS-1500 form to ensure effective reporting, accurate and timely bill payment, and reduction in claims disputes.

[Online registration coming soon](#)

**Tuition Discount**

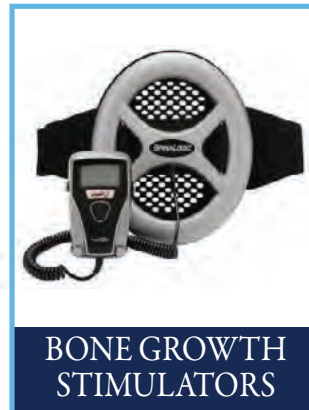
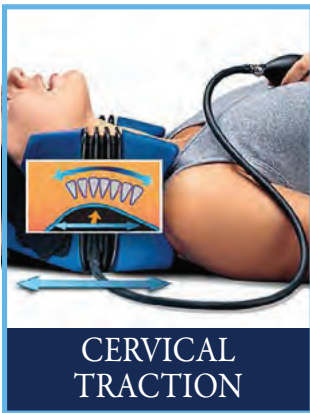
Members of the NYSCA are eligible to receive a discount on tuition for NYSCA-sponsored webinars via coupon code at registration check-out. Please be sure to check your email for the discount code, which is included for all NYSCA members. You must have your discount code BEFORE registering. Please note, once you register, the discount code cannot be applied retroactively. Contact the NYSCA Administrative Office at 518-785-6346 for more information.

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# HOW SECURE IS YOUR EMAIL SYSTEM?

By Michael Brody, DPM  
TLD Systems | [tldsystems.com](http://tldsystems.com)

Pretera Health, the largest behavioral health services provider in West Virginia, serving the counties of Boone, Cabell, Clay, Kanawha, Lincoln, Logan, Mason, Putnam and Wayne in West Virginia experienced a data breach through their email system.

[The statement from their website reads](#) “December 31, 2020 - We have become aware of a data security incident that may have resulted in unauthorized access to the private information of a small percentage of our patients.” This small percentage of their patients is estimated at 3700 individuals. The information that was exposed “included patient names, dates of birth, medical record and/or patient account numbers, diagnostic information, health-care provider information, prescription and/or treatment information and, in some instances, addresses, social security numbers and Medicare/Medicaid ID numbers.”

One of the important aspects of this breach is the nature of the facility that was breached. In this case, anybody who obtains access to this data will know that the patients on the list were treated for a behavioral health problem or a substance abuse problem. Think of the potential reputational damage that could be experienced by these individuals.

As a result of this breach Pretera Health must now complete their Breach Notification process. This includes sending every patient involved a letter detailing the incident, the steps that Pretera is taking to help mitigate the damage caused by the incident as well as information on the steps the patients can take to protect their own personal information. In addition, Pretera is required by the HIPAA regulations to publicly post the details of the event (which can be found at the Pretera Website) so that individuals who do not receive the mail will be aware of the event. Pretera has also set up complimentary identity theft restoration and credit monitoring services.

The breach was related to the Pretera email services. This points to a number of issues that need to be considered by your practice:

How secure is your email system?

What information is currently being stored in your history of sent and received emails?

Medical practices often get requests from patients to send out information via email. When a patient provides with written permission to send their information via email, then we are allowed to send protected health information via unencrypted email. When you receive a request of this nature, you should always have a signed consent that the patient understands that email is not secure and that they give you permission to send our their PHI via email. But what should you do after that email is sent? The best steps to take are

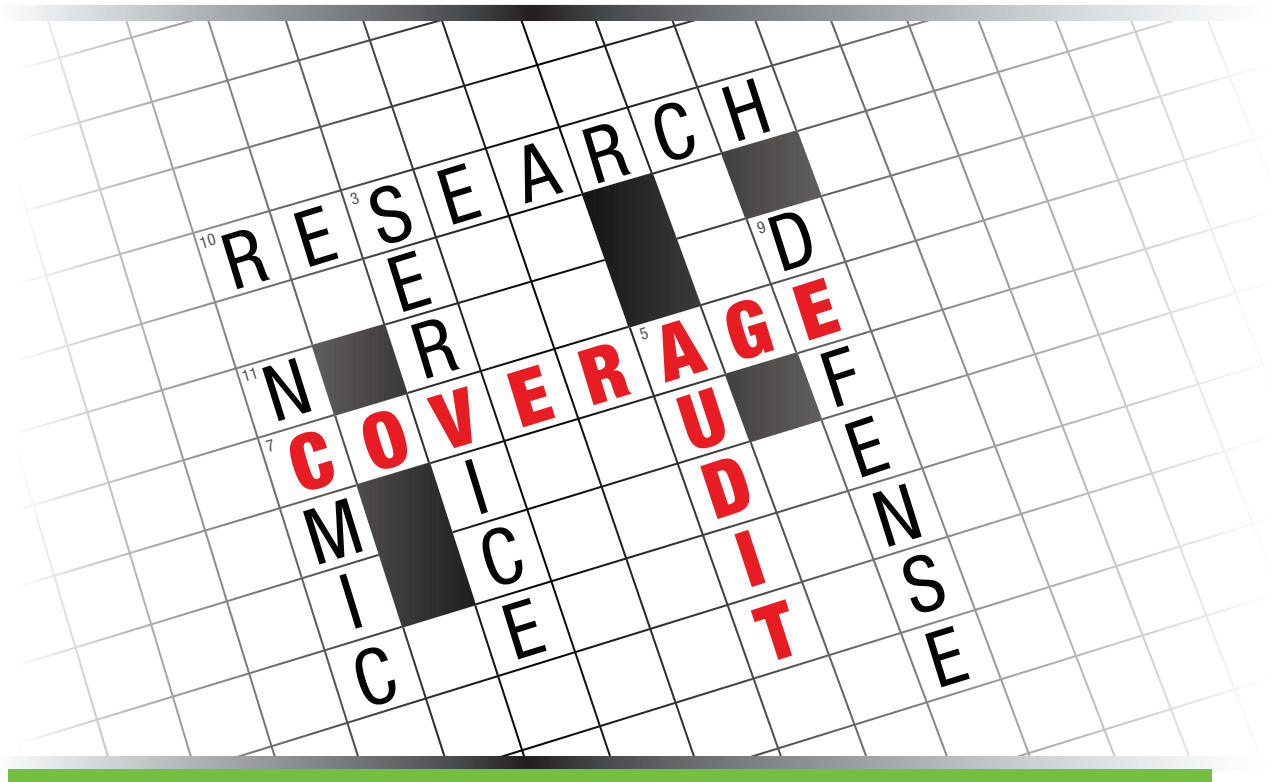
Document what information was sent to the patient, and on what date and what email it was sent to. Make sure your documentation includes the release form signed by the patient.

Once the email has been sent DELETE it from your system. If it is deleted, then it should not be available to an unauthorized individual

What about when you receive an email from a patient with protected health information? Patients can send their health information via unencrypted without fear of penalty. This is because patients are not required to follow the HIPAA Security Rule. Once you receive the email, it is important that you transfer the information to their medical record and then delete the email. Once again minimizing the chance that an unauthorized person will access the email system and view health information.

Now is a good time to review the emails that are in your inbox and those that are in your sent folder. Make sure that all vital patient information is recorded in the patients charts and that you then delete the emails with patient information.

*Continued on page 18*



All the clues add up ...

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# Your Vote, Your Voice

NEW YORK STATE CHIROPRACTIC ASSOCIATION

OFFICERS, BOARD OF DIRECTORS, AND DISTRICT ELECTIONS  
Polls open May 1st at 12am | Polls close May 15 at 5pm

*Exercise Your Membership Benefits | Affect the future of your profession | Let your voice be heard*

## **NYSCA Governance**

Governance elections for the Officers and Regional Directors is beginning to ramp up. Members interested in campaigning for a position on the NYSCA Board of Directors as either an officer of the Association or as regional director should start planning now.

As most of us have said from time to time under a variety of different circumstances, “if only I were in charge.” Well, if you have not been before, here is your opportunity to put those sentiments into an affirmative action plan to contribute to the future of our profession in New York state.

Plan to make your mark on chiropractic by getting involved now; the profession needs your voice, if not your leadership.

As a not-for-profit professional trade organization in New York, the NYSCA constitution and bylaws dictates the qualifications needed to campaign for either an officer’s position or a seat on the Board as a regional director.

## **2021 NYSCA Elections—Open Positions**

Because this is an odd-numbered year (2021) **all five officer positions** – president, vice president, secretary, treasurer, and communications secretary -- **are open for election.**

And because it’s an odd-numbered year, there are six regional directors’ positions open on the Board – three (3) each representing **Region 1** comprised of the five boroughs of New York City or NYSCA Districts 1, 2, 3, 4 and 5; and three (3) each representing **Region 3** comprised of NYSCA Districts 8, 9, 10, 11 and 14 or Westchester, Dutchess, Putnam, Rockland, Orange, Ulster, Sullivan, Greene, Columbia, Rensselaer, Albany, Schenectady, Schoharie, Montgomery, Fulton, Saratoga, Hamilton, Warren, Washington, Essex, Clinton, Franklin, St. Lawrence, Herkimer, Oneida, Madison, Otsego, Chenango, Delaware and Broome Counties.

Certain incumbent officers can re-run for the position each now holds, or incumbent officers can run for a different position as an executive officer of the Association. Instead of campaigning for an officer’s position, current incumbent officers can also campaign for a regional director’s position instead provided that they hail from either NYSCA region 1 or NYSCA region 3 for the purposes of this year’s election.

## **Nomination and Application Process**

NYSCA members meeting the qualifications for office may self-nominate themselves for a position on the NYSCA Board or they may be nominated by other NYSCA members for a position on the Board. All candidates aspiring to a Board position need to formally accept their nomination by filling in an **“Intent to Run” form**, linked on the [NYSCA Elections page under “Application Process.”](#)

In addition, candidates will also need to fill out a **“Disclosure form”** – part of the “Intent-to-Run” packet, in order to provide the Association membership with notice involving any potential conflicts of interest the candidate may have and which the Association should be made aware of in its deliberations that may involve any private or personal interests of the candidate or his/her practice enterprises the nominee may hold in his/her private or professional life. Disclosure of a conflict does not disqualify a candidate from holding office necessarily, but may require that a conflicted officer or director abstain from voting on one or more relevant issue or activities involving the Association whenever and wherever the stated conflict may arise.

Finally, all candidates must fill out a **curriculum vitae (CV)** – again, part of the “Intent-to-Run” packet -- highlighting their education and training, licenses held, and personal and professional achievements and awards received. The Association uses the information obtained from the CV form to construct a biographical sketch on each candidate that is supplied to NYSCA members when ballots in a contested election are sent to the NYSCA membership.

All three items – the Intent to Run, Disclosure and CV forms -- necessary to declare an intent to campaign for a NYSCA leadership position are found in the “Intent-to-Run” packet noted above.

For this year’s election, interested nominees must submit the components of a completed Intent-to-Run form to the Association **by April 1, 2021.** Ballots in contested elections are scheduled to be emailed (or mailed if email is unavailable) by May 1, 2021. Successful candidates assume elected office on June 1, 2021, the beginning of the next NYSCA fiscal year.

*Continued on page 30*

# Chiropractors Qualify for the Research and Development Tax Credit

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What's the difference between a taxidermist and a tax collector? The taxidermist takes only your skin.

---Mark Twain

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Nobody enjoys paying taxes. That is especially true for Chiropractors who work diligently on keeping the money that they bring in through their practice. If you are like many DCs, that task may seem daunting or even impossible. The harder you work, the more you owe.

While it may seem like your boat has a leak, I have some great news for you. There is an exceptional tax credit available for Chiropractors like you. It is known as the Research and Development Credit. This credit is not only a reduction to current and future years tax liabilities, but also a source of cash for you now.

## What is the Research and Development Tax Credit?

The Research and Development Tax Credit (IRS Tax Code Section 41) is a government-sponsored tax incentive that rewards companies for conducting R&D in the United States. The credit was implemented to incentivize innovation, experimentation, and business improvement throughout the economy and to keep jobs here in the U.S.

However, what constitutes R&D with regard to the credit is much more expansive than business owners realize. Activities related to applied sciences and other technical projects qualify companies from numerous industries including Chiropractic.

The R&D Tax Credit is for businesses and practices of all sizes, not just major corporations with research labs. We find that

many Chiropractors are eligible thanks to an expansive list of activities that fall under the guidelines of the credit in the tax law.

## How do Chiropractors Qualify for the R&D Tax Credit?

Qualified research activities are defined by a four-part test.

1. Technological in nature
2. Intended to eliminate uncertainty
3. Experimental in the sense that the activity is systematically trial and error
4. Performed with a purpose to improve performance or functionality.

*Continued on page 26*





The New York Chiropractic Political Action Committee (NYCPAC) is the political action committee of the New York State Chiropractic Association (NYSCA) and is intended to help support candidates who are pro-chiropractic. It is important to note that if you choose not to give to NYCPAC, this will in no way affect your membership in NYSCA.

### **Please Do Not Forget...**

Organized medicine, managed care organizations and other anti-chiropractic forces continue to spend hundreds of thousands of dollars each year to elect candidates that do not value the chiropractic profession.

As you may know, it is an election year in New York, and it is more important than ever that we support legislators and candidates who support chiropractic. NYCPAC provides us with a great opportunity to support pro-chiropractic candidates.

There are always legislative issues confronting the profession whether it be passing scope modernization or an issue with Workers' Compensation. NYCPAC helps us to support legislators that are supportive of the chiropractic profession in New York.

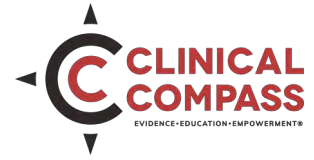
### **We thank you for your ongoing support of our cause.**

We ask that you continue to support the NYCPAC by making a donation today at [www.NYCPAC.net](http://www.NYCPAC.net).

It is important that we do all we can to help support the profession and the thousands of chiropractic patients we serve. United together, we CAN position our profession to continue to be a viable livelihood and promote the wellbeing of our patients.

**Please make a donation today.**

# Chiropractic Care in the COVID-19 Pandemic Era



Clinical Compass released a paper in April 2020, "[Chiropractic Care in the COVID-19 Pandemic Era](#)," outlining the role of Doctors of Chiropractic in the face of this pandemic

*"The purpose of this commentary is to help define what role, if any, the chiropractic profession can play in this global pandemic. It is not intended to be an exhaustive literature synthesis and to the extent feasible will attempt to avoid classic internal political disagreements among factions of the profession. Rather the goal is to outline what we know, what we don't know, and how we can best help in this critical moment."*

The authors were:

- Wayne M. Whalen, D.C., Emeritus Chair, Clinical Compass
- Cheryl Hawk, DC, PhD, CHES, Chair, Scientific Commission of the Clinical Compass
- Louis Crivelli, DC, Chair, Clinical Compass
- Jay Greenstein, DC, Immediate Past Chair, Clinical Compass
- Kris Anderson, DC, Secretary, Clinical Compass
- Tom Wetzen, DC, ChiroCongress Representative, Clinical Compass
- Ronald Farabaugh, DC, Past Chair, Clinical Compass

"Doctors of chiropractic want to help, but the role of DCs has been the subject of controversy both within and outside of the profession," the paper states. "This is a consequence of claims made by some DCs about the capacity for manipulation to prevent or treat COVID-19, as well as a lack of understanding of the role DCs can play in this crisis.

"As of this writing (late-April 2020), though there are some promising approaches, there are no reliably confirmed treatments or preventive strategies of any kind for Coronavirus-19 infection except social (physical) distancing and practices such as wearing masks, hand washing, and other hygiene measures. There are no medical treatments or chiropractic treatments shown to have any reliable efficacy."

We encourage all of our members to [review the publication](#) and to continue to implement best practices in their daily office routines.

### **About Clinical Compass**

The mission of the Clinical Compass is to improve patient outcomes by advancing evidence – based care in an effort to transform healthcare through knowledge translation. The Clinical Compass collaborates with every major chiropractic organization, many states and their respective associations, individual chiropractors, as well as other healthcare providers interested in providing the best, most evidence based care to their patients. Participation and process are as transparent as possible and a diverse cross-section of the chiropractic profession is represented.

# YOU HAVE UPGRADED YOUR OFFICE EQUIPMENT – NOW WHAT?

It is important to realize that many of the devices in your office may contain patient information, even after you are no longer using the devices.

Information can be stored in hard drives and memory that is on circuit boards and if the information finds its way into the wrong hands you have a HIPAA Violation.

A high profile case involved the resale of photocopiers that contained huge amounts of patient information. That event happened in 2010, and in 2013 Affinity Health settled the case with the Office for Civil Rights for \$1.2 million dollars. That event was featured on CBS News <https://youtu.be/SrFjGom7qVw>

What devices do you have in your office that may contain patient information?

- Fax Machines
- Printers
- Copy Machines
- Computers
- Laptops
- Tablets

- Removable Hard Drives
- Flash Drives
- Your Cell Phones

Yes even your cell phones – If you have texted back and forth with patients or have taken clinical pictures with your cell phones they will contain protected patient information. So the question becomes what do I do with these devices?

Hard Drives that are in good working order can be wiped with Department of Defense Grade Software. You can do this yourself but then you are taking on the full responsibility of doing this right. The best way to dispose of old electronics is to use a R2 certified electronics recycling vendor. An R2 certified vendor is a vendor that is certified to security, and proper destruction of your electronics. In this manner somebody will never be able to use one of your devices to get access to patient information. A visit to the EPA website provides information on R2 certified recyclers.

A R2 certified recycler will:  
Guarantee the destruction of data on all

media using industry-standard practices. If you have sensitive data, the best way to destroy it is by device, for example by hard drive, leveraging the serial number of the device. With methodology, you will receive a serialized Certificate of Destruction, demonstrate compliance with all applicable standards for environmental protection, data security, and human health prior to certification.

Due to the number of devices that you have in your practice and the amount of data that may be present on those devices, data destruction may no longer be a do-it-yourself project. If you have a knowledge of IT and have the time and resources you can still clean all PHI off these devices yourself, but if you do not have all the tools you need, it is probably in your best interest to contract with a R2 certified electronics recycler, get a HIPAA Business Associate Agreement and then send all of your retired electronics to that company. It may also be in your best interest personally to send your personal electronics to an electronic recycler. This way you will also protect yourself from identity theft.

It is important to remember healthcare breaches cost organizations \$6.45 million per breach, the highest cost per breach for nine years in a row. The average cost for per breached healthcare record (\$429) is more than double any other industry (Source ICM 202 Cost of a Data Breach Report <https://www.ibm.com/security/data-breach>)

We in healthcare are at the center of the data security storm, and the sooner we bring our policies and procedures in step with industry standards, the better protected we will be from becoming a victim of a HIPAA data breach. For more information on how to improve your policies and procedures and to get started on a HIPAA Security Program in your office please reach out to TLD Systems at <http://www.tldsystems.com> or call us at (631) 403 6687



# the Future of Chiropractic

## STRATEGIC PLAN

Learn More!  
Get Involved!

The Congress of Chiropractic State Associations (ChiroCongress) is seeking to develop a strategic plan for the future of the Chiropractic profession through a robust stakeholder engagement process over the next eight months. The resulting vision and strategic plan will become a public resource that will guide the profession and its stakeholders for the next five years.

### Sixteen Key Driver Discussion Topics Join the Discussion!

Sixteen topics are on the Discussion Board for the Future of Chiropractic project. These topics represent the key drivers that have been identified as most significantly shaping the future of the industry. Please share you(r) voice on these topics!

#### Discussion Topics:

- [Topic #1: Acceptance of the Chiropractic Profession](#)
- [Topic #2: Cost of Education and Student Loans](#)
- [Topic #3: Professional Unification](#)
- [Topic #4: Emerging Technology Impacts](#)
- [Topic #5: Competition Within the Healthcare Industry](#)
- [Topic #6: Professional Healthcare Practitioners/ Workforce](#)
- [Topic #7: Promotion, Messaging and Advocacy](#)
- [Topic #8: National Scope of Practice](#)
- [Topic #9: Integration into Healthcare Settings](#)
- [Topic #10: Educational and Care Standards](#)
- [Topic #11: Compensation for Chiropractic Care](#)
- [Topic #12: Leadership Within the Profession](#)
- [Topic #13: High Costs of Eldercare](#)
- [Topic #14: Impacts of an Aging Population](#)
- [Topic #15: Broader Access to Healthcare](#)
- [Topic #16: Growing Health and Wellness Movement](#)

#### Quick Links

- [Future IQ Project Portal](#)
- [ChiroCongress Project Page](#)
- [Email Signup](#)
- [ChiroCongress Cares Charitable Nonprofit](#)

### Data Visualization!

Data is available on the Future of Chiropractic Perceptions and Priorities Survey. This data batch includes responses to the questions about key drivers shaping the future of Chiropractic professions. The data can be sorted by a variety of filters including years in practice, type of practice, style of practice, and more!

[Visit the Data Visualization Portal today!](#)

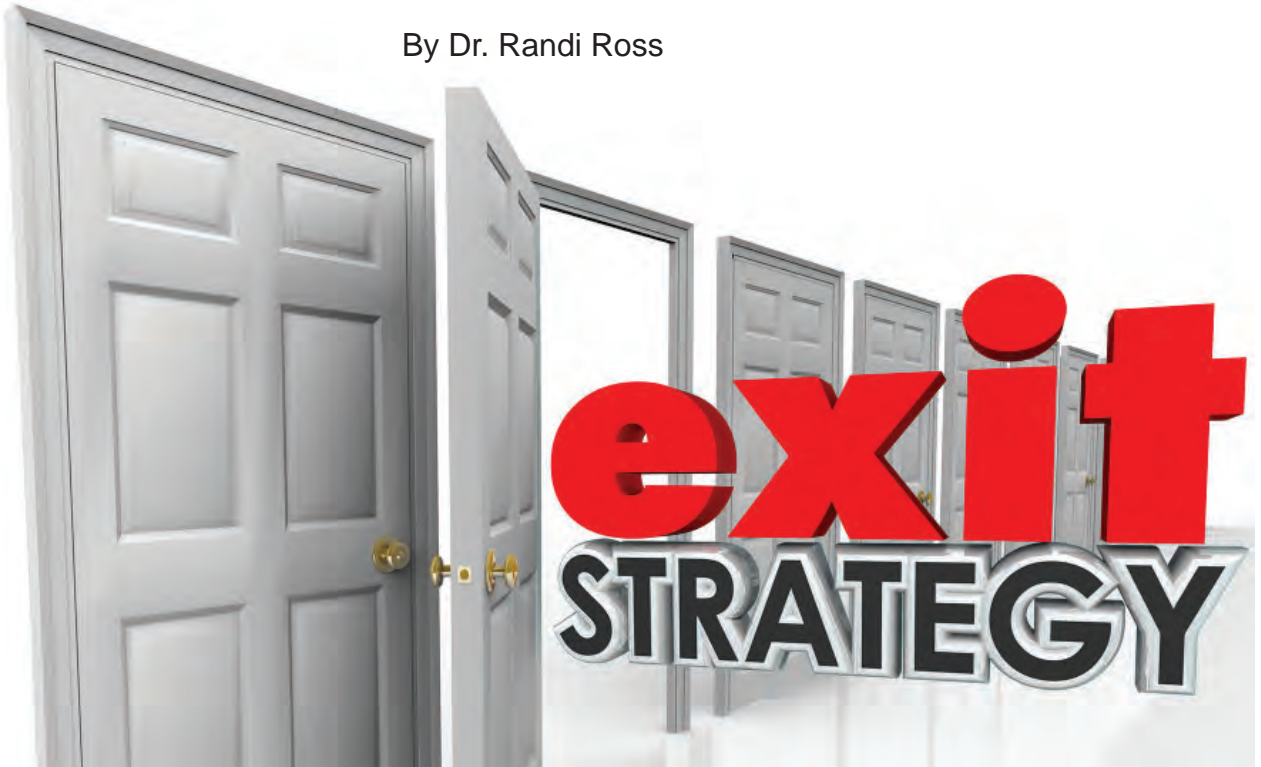
### Thank you

Special thanks to our project supporters listed below plus all the State Chiropractic Associations for helping to distribute the survey and participating in this project!! If you are interested in more information about how you can support the strategic plan development, please contact us! If we have missed anyone please forgive the oversight and let us know how you are supporting the project so we can provide the appropriate recognition!



# TO MAXIMIZE GROWTH AND PROFIT, EVALUATE EXIT SCENARIOS

By Dr. Randi Ross



A historic pandemic, rising costs, increased competition and other market forces all contributed in 2020 to further reshape the model of today's chiropractic practice. Last year's strategy for many businesses – chiropractic included – was one of simple survival. Yet, 2020 was not as bleak as it seemed for the majority of DCs: [a recent survey of U.S. practitioners](#) showed gross billings and collections up from 2019. Weekly patient visits are also on the rise, with the average practice treating 142 patients per week in 2020 versus 129 in 2019.

The business side of a chiropractic practice will continue in 2021 to be buffeted by trends in consolidation and attrition. Keeping your business sharp and agile will be a top priority in the coming year. DCs should be developing business strategies and scenarios that cover the gamut of a business' lifecycle – including an exit strategy.

Exit strategy!? Don't panic. An exit strategy is a practical and sensible portion of any business plan. Here's why:

## **WHY SHOULD A DC HAVE AN EXIT STRATEGY?**

Business leaders in any industry usually maintain detailed exit scenarios to help guide their planning. Exiting a business can happen at any point in your career. Sometimes it's a time of your choosing. Unfortunately, there are times when the need to exit comes as a result of an accident, injury or a sudden death. We get calls every month from a spouse or CA telling us of the passing of a doctor and asking, "how do we go about selling the practice?"

Even the most organized doc rarely has the necessary information and paperwork at hand to easily and quickly determine the market value of the practice. Being prepared for a sudden, unforeseen sale can be a vital step in responding to business and family obligations.

## **DOES HAVING AN EXIT STRATEGY MEAN I AM GIVING UP AND RETIRING?**

Not at all – it's actually the opposite. It means you are getting a handle on all facets of your business' lifecycle and becoming better prepared for your financial future so retiring will be more available when the time comes. A current exit strategy allows you to constantly evaluate the practice dynamic to be able to fine tune all of your business elements and profit centers.

## **WHATS INVOLVED IN DESIGNING AN EXIT STRATEGY?**

The most basic element of an exit strategy is an up-to-date valuation and annual review to determine the market-ready value of your practice at any given time. There is also a list of documents that should be updated yearly.

## **WHY CAN'T I JUST SELL MY PRACTICE? WHY DO I NEED A STRATEGY?**

Like anything else in life, as I like to say, "preparation meets opportunity." Understanding how and where to build your practice for maximum value is a key metric for profitability and a fully funded retirement.

*Continued on page 18*



# New Membership Benefits Added to the Windfall Savings Center Program!

The NYSCA is excited to announce additional benefits from **NEW PREMIER SUPPLIERS** through our Windfall Savings Center program! These offers have been carefully selected to provide best-in-class services/products. These benefits are featured on our saving website: <https://nysca.savingcenter.net/> The best part: it's completely FREE. No fees, no obligations—just great business and personal saving benefits!



## New Discount Benefits:

- **Home Depot** (*available 3/1*) – Access exclusive benefits and business tools that will let you get the job done faster, more efficiently and for less. Enjoy volume pricing on thousands of items, up to 20% off paints, discounted tool rental services, and more.
- **Adobe** - Save up to 15% off on 20+ creative apps including Photoshop, Illustrator, InDesign & Acrobat Pro. Get the tools to create graphics, publish layouts, design illustrations, convert PDFs and much more.
- **Ace Hardware** (*available 3/1*) - Enjoy 12% off all your hardware needs. Save on paint, cleaning supplies, hand and power tools, plumbing, electrical & more. Shop online and at 3,000+ participating retail stores.
- **Constant Contact** - Receive 30% off your first 3 months of effective email marketing services to successfully promote your business. Quickly and easily market your ideas, build your brand online, attract customers, and sell more products.
- **Batteries Plus Bulbs** - Save time and money on power, repair and lighting needs. Enjoy up to 71% off 60,000+ quality batteries, light bulbs, accessories & more. Purchase online and at over 700 stores across the U.S.
- **Simple Texting** - Save up to 25% off SMS & text marketing services to increase customer loyalty & drive demand. Reach & convert more business fast - get started in minutes.

These join the privileges previously available to NYSCA members through the Savings Center:

- **Office Depot** - up to 75% off office essentials
- **ADP** - up to 20% off payroll services
- **SterlingNOW** - 10% off background check services
- **4imprint** - 10% off promotional products
- **YRC** - 83% off tradeshow & LTL shipping
- **Rocket Receivables** - 10% off debt collection services
- **AccountingDepartment.com** - discounted online accounting services
- **Avis/Budget** - up to 35% off personal & business rentals nationwide
- **RX Discount Card** - up to 75% off prescriptions not covered by insurance
- **Hotel Specials** - up to 60% off 100,000+ hotels for business & personal travel
- **Entertainment Deals** - up to 60% on tickets to theme parks, movies & more
- **1-800-Flowers** - Save 15-20% off with promocode WINDFALL

In addition, the NYSCA is pleased to partner with the following companies to bring additional savings and privileges to your practice:

- **Foundation for Chiropractic Progress** - Complementary group membership
- **Chirocode** - 20% off MSRP for Practice Management and Coding References
- **NCMIC** - Special Pricing on Credit Card Processing tailored for the Chiropractic Industry
- **General legal counsel services** - A monthly 60 min consultation/information inquiry free of charge with a respected legal firm regarding No-Fault, Workers' Comp, and Commercial Collections, and general law and general contract questions.

Be sure to keep your NYSCA membership and dues current so that you can continue to enjoy these Member Benefits. As always, please feel free to continue to support your local vendors. If you are not yet a member, join today and start taking advantage of these special programs!



## NYCC OFFERS 16-MONTH ACCELERATED OPTION, ELECTIVE FOCUS AREAS TO ONLINE M.S. IN NUTRITION

January 25, 2021 New York Chiropractic College

New York Chiropractic College (NYCC) has announced a new fast-tracked option to its online Master of Science in Applied Clinical Nutrition (MSACN) program, allowing students to earn their graduate degree in just 16 months.

NYCC's totally online MSACN program is structured to be flexible and accommodate the busy lifestyles and schedules of students and healthcare professionals. The new accelerated program allows students to enroll in nine credits each trimester and complete their master's degree in just 16 months. Students can also earn their M.S. via a 24-month schedule.

"We have developed these changes to enhance student options while maintaining our commitment to providing a high-quality, cutting-edge whole-foods nutrition program," said Dr. Peter Nickless, director of the MSACN program.

New courses have also been added to this 36-credit program. Students can now choose from the following elective course options: Behavioral Nutrition, Clinical Sports Nutrition, and Introduction to Clinical Practice -- the latter in which students will gain first-hand experience with virtual patients. While two new classes, Personalized Nutrition and the Microbiome and Gastrointestinal Health, and Genomics have been added to the program's core curriculum.

### ALWAYS EVIDENCED-INFORMED, NOW EVEN MORE OPTIONS

Dean of the School of Health Sciences and Education Dr. Jean-Nicolas Poirier said the new coursework and curricular schedule provide up-to-date, clinically relevant information in a student-centered approach. "The influence of nutrition research on health promotion continues to evolve at a rapid pace. The M.S. in Applied Clinical Nutrition program at NYCC remains at the forefront of its field by translating the research and applying it in a clinical context focused on individual health," he noted.

NYCC's online master's degree program in nutrition trains highly-qualified healthcare professionals in the field of human nutrition, emphasizing a science-based, whole-foods approach to the prevention of disease, the achievement of optimal performance, and the maintenance of health. Learn more about the MSACN program: [www.nycc.edu/nutrition](http://www.nycc.edu/nutrition).

## ASSISTANT ANATOMY PROFESSOR AND BIOARCHEOLOGIST'S MANY PASSIONS LED HER TO NYCC

Dr. Robyn Wakefield-Murphy  
Assistant Professor



Studying the skeletal remains of a prehistoric Native American woman, bioarcheologist and NYCC Assistant Professor Dr. Robyn Wakefield-Murphy discovered the likely reason for the body's unconventional burial – a mystery that stood out to researchers. Noting four arrowheads in the chest of the young woman's body and fetal bones in her pelvis, Wakefield-Murphy uncovered the violent death, and pregnancy, of the prehistoric women buried outside her ancient village.

"The specialized nature of the burial is thus a product of greater societal grief invested in the unexpected loss of not one but two members of the community," Wakefield-Murphy wrote in the poster she presented at the 2018 American Association of Physical Anthropologists Conference. Wakefield-Murphy's discovery was also covered in Forbes and Newsweek magazines.

A research fellow at Carnegie Museum of Natural History in Pittsburgh, Pa., who studies ancient human remains, bioarcheology is just one of Wakefield-Murphy's many passions. Another is walking her dogs, Hope and Sasha, on Seneca Lake.

Wakefield-Murphy is originally from Pennsylvania, where she received her Ph.D. in anthropology at the University of Pittsburgh. She also holds a master's degree in human osteology and funerary archaeology from University of Sheffield in the United Kingdom. Today she lives in Geneva, N.Y., home to the largest of the Finger Lakes and just a 15-mile drive from her job teaching gross anatomy at NYCC.

Teaching cadaver-based anatomy courses is another of Wakefield-Murphy's passions. "You get to interact with students in a way you can't through lectures and textbooks," she said. "You really get to engage on a 3D-level and hands-on basis."

Working at NYCC allows Wakefield-Murphy to balance all that matters most to her, including life in the Finger Lakes, which she describes as peaceful. NYCC gave her the opportunity to teach cadaver-based anatomy, while the location of the College allowed her to be close enough to the Carnegie Museum to access her bioarcheology research.

### A Few Questions with Anatomy Professor Robyn Wakefield-Murphy

*Continued on page 26*



SAVE THE DATE

# PALMER HOMECOMING

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## ANNOUNCING

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**HOW SECURE IS YOUR EMAIL SYSTEM?.**  
CONTINUED FROM PAGE 7

The next step to take is to communicate with your email provider and find out if they keep backups of the email system? How often are the backup files purged? How long to they keep emails that have been 'deleted' on their servers? If you run your own email servers, you want to ask these questions of your IT department. Please make sure that prior to deleting this data that it is saved securely in their medical record, as the information may be important in future care decisions or it may be necessary in the case of an audit or a malpractice action. You need to assume that patients will keep a copy of any emails they send you and it is important that you have copies of these correspondences also.

It is important that we are aware of what has gone wrong for other organizations and to take steps to minimize the possibility of similar events happening at our practices. Presteria is about to begin a very painful journey of remediating this breach, enduring an investigation from the Office for Civil Rights and implementing an action plan to ensure this does not happen again. They will also end up on the [HIPAA wall of shame](#) for this event. We encourage you to take any and all appropriate steps to help ensure that a breach of this nature does not happen at your organization.

TLD Systems is available to help you develop policies and procedures to improve your HIPAA Security and we are happy to work with your Technology Vendors to identify methods of better securing your data systems. For more information, please contact us at <http://www.tldsystems.com> or call us at (631) 403 6687

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*"All the products you need...and the personal service you deserve"*

The American Chiropractic Association remains committed to increasing the profile of the profession nationally and fighting for parity in Medicare, the military and other areas of interest to Chiropractors.

**Recently, the ACA announced that it has elected it's first female president and vice president.**

<https://www.acatoday.org/News-Publications/Newsroom/News-Releases/ACA-Elects-New-Leadership>

The ACA supports efforts to increase competition and battle collusion by insurers

[Competitive Health Insurance Reform Act \(acatoday.org\)](#)

**ACA advocates for expanded role in the military**

[Expansion of Chiropractic Services to Military Exchanges \(acatoday.org\)](#)

**New ACA Print Shop offers Patient Education Materials**

[ACA's New Online Print Shop Offers Patient Education Materials \(acatoday.org\)](#)

**TO MAXIMIZE GROWTH . . . CONTINUED FROM PAGE 14**

**WHAT IF MY FINANCIALS ARE SUB-PAR?**

They are really only one small snapshot piece in a puzzle with many pieces. Although your financial information is a critical piece it is by no means the only piece.

**WHAT DETERMINES HOW QUICKLY AND FOR WHAT PRICE MY PRACTICE WILL SELL?**

In addition to basics such as location, potential buyers look at curb appeal, signage, buildout, layout, and payment services you may have created that go beyond insurance reimbursement. Your IT systems also count. Do they drive volume and efficiency? Have you kept pace with technology? Did you upgrade to EHR and digital x-ray? As far as business operations, buyers want to see where your profit centers are and if your overhead is reasonable compared to profit. People resources may also come into play – ie, is the only other employee your spouse? Obviously, it takes longer to find a buyer for a "fixer upper" than a turn-key practice.

**CAN MY CPA DO MY EXIT STRATEGY?**

Your CPA is a critical part of your team, providing trusted financial information around profitability, liabilities, taxes, etc. But most accountants don't have the skills or resources to determine the market-price of your practice to a buyer, nor can they perform the sales and marketing that is essential to achieving top value.

Dr. Randi I Ross and the team at Premiere Practice Consultants have decades of experience serving the chiropractic profession. We understand the intricate skills necessary to bring a practice to market, get it sold and successfully transition the acquisition to the purchasing doctor or group. For questions call Premier Prac-



# 2021 Spring Symposium

April 10-11, 2021 via live webinar  
with the New York Chiropractic College Postgraduate Department

**Earn up to 12 CE\* Credits** (up to 8 Category 1 Credits)

## Saturday, April 10, 2021

- 1:00pm Diagnosis & Treatment of Conditions of the Head & Neck \*(2CE)  
-3:00pm (Gerald Stevens DC, MS, MPH)
- 3:00pm Game Changers: Practical Research from the Past Year for Improving \*(2CE)  
-5:00pm Clinical Outcomes (Dr. Brandon Steele DC, FACO—Sponsored by ChiroUp)
- 5:00pm Strengthening of Healthcare Ethics During the Global Pandemic \*(2CE|2Cat1)  
-7:00pm (Kristina L. Petrocco-Napuli, DC, MS, FICC, FACC —Sponsored by NCMIC)

## Sunday, April 11, 2021

- 10:00am Navigating No-Fault Documentation: Accurate Assessments and Rewarding Reports \*(1CE|1Cat1)  
-11:00am (Anthony Palumbo DC, Lev Lewin Esq—Sponsored by Lewin & Baglio)
- 8:00am How to develop Winning Habits and Procedures With Documentation, Coding, and ‡\*(2CE|2Cat1)  
-10:00am Audits (Vincent A. Justino, BS, DC—Sponsored by OUM Chiropractor)
- 10:00am Documentation and Coding Matters: Issues and Updates from the NYSCA Insurance \*(3CE|3Cat1)  
-12:00pm Committee (Robert Martin, DC, Robin Stein, DC, Robert DeSantis, DC \*)

\*CE Pending in select states. †Course applies towards requirements for NCMIC's Risk Management Discount. Full-Time DCs can earn a 5% discount on 3 years of malpractice insurance by completing 8 hours of continuing education (CE) seminars. (2.5% discount for part-time DCs.) ‡ Attend OUM's seminar for a total of 2 hours on Sunday 04/11/21 to receive up to a 10% discount off your OUM policy premium.

**SEE WWW.NYSCA.COM FOR DETAILS OR TO DOWNLOAD THE EVENT AGENDA!**

Register online with a credit card OR mail this registration form with check payable to: NYSCA, PO Box 557, Chester NY 10918

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	Registration Category	Saturday and Sunday	Saturday Only	Sunday Only
<input type="checkbox"/>	Non-Affiliated DC	\$299*	\$179*	\$179*
<input type="checkbox"/>	NYSCA/Council/ACA Member	\$199*	\$179*	\$179*

\*add \$50 after 04/01/2021

### Faxed Registrations are NOT Accepted. Please review our NYSCA Convention Policy Statement.

**Pricing:** To qualify for member pricing, your membership with the NYSCA, New York Chiropractic Council, or American Chiropractic Association must be active and current. Please contact our administrative office for more details.

**Registration Deadline:** All Registrations must be received with payment **no later than Thursday, April 8, 2021 at 5pm:** Registrations received after this date and time cannot be accepted. Standard registrations must be received with payment by 5:00 pm on 04/01/2021. At-the-door pricing (add \$50 to standard pricing) will apply for all mailed registrations postmarked after 03/26/21 and all online registrations completed after 5:00 pm on 04/01/2021.

**Cancellation Policy:** Cancellation and refund requests must be made in writing and sent to [controller@nysca.com](mailto:controller@nysca.com). Refunds will be issued in the manner in which payment was received and will be subject to a 15% processing fee if received more than one week prior to the scheduled event. Cancellations within one week of the event will be subject to additional administrative fees. Please review our Convention Policy Statement for details.

# CLINICAL PEARL- X-RAY MYSTERY SOLVED

Submitted by: Marshall Deltoff, DC DACBR FCCR(Can) FEAC, Professor of Radiology, Barcelona College of Chiropractic

A chiropractor from Canada sent me the following e-mail:

"We were taking Susan's (29 year old female) x-rays in May and I noticed a density on her AP pelvis view. We took another of the same view the following week in case it was something she was digesting. Since it was still there, we referred her to her medical doctor for follow-up. They took their own x-ray and did an ultrasound and found nothing. She was not satisfied with the results and would like a second opinion. We took a lateral view this week."



Figure 1



Figure 2



Figure 3

The lateral was not helpful; the "lesion" looked too symmetrical and 'non-anatomical'; also, it had not moved on 3 successive x-ray exams, and ultrasound was negative...

So I sent her an e-mail asking the following questions:

What was she wearing at the time the xrays were being taken?

Does she have any markings or tattoos on her abdomen or back?

Her response:

"We checked that her clothing was free of any densities that would explain it, but I did not think to ask her about tattoos so I will email her and let you know on Monday."

Then the following Monday, she sends me this answer and photo (Figure 4):

"The patient says she has a round moon tattoo on her back around that area, so I imagine that's it! Thank you so much, I didn't even think it was possible for it to show up on an x-ray."



Figure 4

EDITORS NOTE: THE NYSOA ADVISES ALL OBJECTS THAT MAY INTERFERE WITH INTERPRETATION OF RADIOGRAPHS BE REMOVED PRIOR TO TAKING X-RAYS. ARTIFACTS SUCH AS THE METALLIC BUTTONS IN THESE VIEWS ARE EASILY AVOIDED.

# Corporate Sponsors

NYSCA Sponsors are trusted business partners whose valuable contributions help NYSCA achieve its goals in advocating for you and your patients. NYSCA Sponsors also have a proven track record in assisting NY chiropractors with reaching their individual practice goals and in staying on the cutting edge of the health and wellness revolution in their communities. Many offer substantial discounts and value-added services to NYSCA members. For all they do, we owe it to them to first take a look at their products and services before going elsewhere and to support those who are supporting us. Remember — when doing business with NYSCA Sponsors, you are supporting your professional organization!

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www.acatoday.org

★ **New York Chiropractic College**  
Contact: (800) 234-6922  
www.nycc.edu

# Earn FREE Membership

... each time you refer a new member to the NYSCA!

Current NYSCA members who recruit a new regular member (not student, affiliate, or retired) to join the NYSCA for a full year will in turn receive a 'thank you' from the NYSCA in the form of **two additional months** added to the end of their current membership term. Or, if the new member signs up for just a half year, the recruiting doctor receives one additional month of NYSCA membership. We have even sweetened the pot: there are **no limits** to how many times you can benefit from this incentive.

To receive your incentive month(s), the new member must make a semi-annual or annual payment and list you on their application form as their referring NYSCA member. (You may want to give a partially filled out application form to colleagues you are recruiting.)

If you are interested in promoting this offer to your friends and colleagues who may have been considering joining NYSCA and are just waiting for someone to encourage them, and would like a list of non-members in your district, please contact your local district president or [controller@nysca.com](mailto:controller@nysca.com).

## Membership Has Privileges

...and one of them is the self-respect a doctor feels, knowing that they are a part of something bigger than themselves, supporting their livelihood with collective energy and pooled resources.

\* New members are defined as DCs who have not been NYSCA members within the preceding 12 month period. The recruiting member's information must be included on the new member application. Only one member can receive the credit for recruiting a new member. Recruiting incentive is not valid on students, retired/disabled, or associate applications. Eligibility subject to verification; Subsequent year's dues payable at usual rate. New member discount offer is not valid for retired or associate members and may not be combined with other membership discounts.

## What is the NYSCA?

The New York State Chiropractic Association is a statewide professional Chiropractic Association, comprised entirely of your peers and colleagues. We have joined together in the promotion, advancement, and defense of Chiropractic. In conjunction with our full time lobbyist, the NYSCA monitors all legislation that affects our profession while working to protect and expand practice rights.

## Why Should All New York DCs Be NYSCA Members?

"NYSCA membership provides Chiropractors in New York State an unparalleled opportunity to advance their profession, by adding their voice of the unified defense of practice rights, scope of practice and a rightful place among mainstream Health Care."—Jack Beige, DC, Esq., NYSCA Past President

## If YOU don't support your profession, who will?

For questions regarding this program, please contact the NYSCA Administrative Office at (518) 785-6346 or a member of the NYSCA Membership Committee.

**Growth is never by mere chance; it is the result of forces working together**

—James Cash Penney



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# INVESTING IN YOUR PRACTICE'S MOST IMPORTANT ASSET

Dr. Ray Foxworth

I came across an article that I wrote several years ago when one of my employees shared a Facebook post. She said, "I am praying to find a good job, a place where I can be happy and have a long career." This year, she will be celebrating nine years with us. She was our 4th full-time employee and over the years, we have undergone so many changes within the company. The one thing that has remained the same was the decision to invest in my team through internal and external training. We have annual team training but, depending on their positions in the company and their interests, we have sought out individualized training. That same employee just became a Certified Professional Biller. Another is a Certified Professional Coder. And, we have a Certified Professional Compliance Officer. We also have employees getting certified in software and marketing training through Salesforce.

Training is becoming a forgotten priority in the business world. We live in a world where we are so busy being busy that we throw new employees, and even our existing ones, into the eye of the storm with little to no instruction on how to do their jobs, much less how to do them well. In today's complex and compliant healthcare environment, we must take the time to cultivate and develop talent in our offices. Training is not an expense but an investment in our business. To quote my friend Dr. Nathan Unruh, "training isn't something you did, it's something you do." With each new training course and certification that my team completes, we see improvements in productivity, customer service, and company morale.

Start by picking an area for improvement at each team meeting. Discuss billing, coding, your financial policy, and patient communication. Explore out-of-office training on leadership and communication. Take your team to conven-

tions and seminars once we can attend in person. Before the pandemic, I found myself not looking forward to attending my annual convention for the mandatory CE needed each year. Now, I long to see old friends, meet new ones, and truthfully, attending in-person rejuvenates my spirit and love for this amazing profession. Encouraging your team to experience these events with you is a great way to ignite their passion for chiropractic, too.

Employees want to do their jobs well. A lack of training in your practice can create unhappiness and lack of motiva-

tion and ultimately leads to higher turnover. Employees want to know what is expected of them and would welcome the tools to perform well. Investing in your team builds a more compliant, efficient, and profitable practice. When employees are happy to be in the office, they spread that happiness to your patients. I've told almost everyone I've ever hired, that MY job is to make their job the best one they have ever had. When I focus on this one thing, I am rewarded with hard-working, dedicated, and loyal employees like you wouldn't believe. It almost eliminates turn-over and creates stability in any organization.

Dr. Ray Foxworth is a certified Medical Compliance Specialist and President of ChiroHealthUSA. A practicing Chiropractor for over 30 years, he knows what it is like to be "in the trenches" facing challenges with billing, coding, documentation and compli-

## INVEST IN YOURSELF

ance. He has served as president of the Mississippi Chiropractic Association, former Staff Chiropractor at the G.V. Sonny Montgomery VA Medical Center and is a Fellow of the International College of Chiropractic. You can contact Dr. Foxworth at 1-888-719-9990, [info@chirohealthusa.com](mailto:info@chirohealthusa.com) or visit the ChiroHealthUSA website at [www.chirohealthusa.com](http://www.chirohealthusa.com). Join us for a free webinar that will give you all the details about how a DMPO can help you practice with more peace of mind. Go to [www.chirohealthusa.com](http://www.chirohealthusa.com) to register today.



# TEXAS CHIROPRACTIC ASSOCIATION WINS LANDMARK DECISION

By Anthony Palumbo, DC, DIBE

Imagine waking up tomorrow and finding out that the definitions of “musculoskeletal system” to include “nerves”, “subluxation complex” as a “neuromusculoskeletal condition” and use of the term “diagnosis” (as utilized to fill out standard insurance billing forms) were not covered under your scope of chiropractic and were no longer allowed in your day-to-day practice.

It isn't hard to imagine, as this actually happened to our chiropractic brothers and sisters in Texas in 2006! Since then, they have waged a long and costly battle as they fought for their livelihoods, taking the battle all the way to the Texas State Supreme Court.

The NYSCA has been working closely with the Texas Chiropractic Association (TCA) in its struggle; sharing ideas, offering advice, and providing important financial resources to the TCA realizing that issues that affect our profession do not stop at our state borders.

I was privileged to represent the NYSCA in this alliance, flying to Texas to speak twice at their annual Texas Chiropractic Association (TCA) TCA conferences in Dallas. Now The NYSCA was also fortunate to have former TCA Presidents, Dr. Tyce Hergert and Dr. Devin Pettiet join two of our NYSCA spring conventions as keynote speakers.

I am happy to report that recently the Texas Supreme Court handed down a decision in favor of the Texas Board of Chiropractic Examiners (TBCE) and the TCA which overturned lower court rulings, ensuring that Texas Chiropractors have retained the ability to “diagnosis” and to treat the subluxation complex, complex and other neuromusculoskeletal conditions. This represents a big win for the chiropractic profession, and more importantly for patients of Doctors of Chiropractic.

The TCA reached out to the NYSCA to relay the good news;

“The Texas Chiropractic Association achieved a major victory in the Supreme Court of Texas. It was a win for chiropractors from Texas and across the country and chiropractic patients,” said Jeff Jenkins, CAE, Executive Director for the Texas Chiropractic Association. “This would not have been possible without the unwavering support of our chiropractic friends across the country such as the New York State Chiropractic Association. NYSCA was with TCA during every step of this important legal battle.” He went on to say, “We love and appreciate our friends in New York!”

You can read the full decision (<https://web.chirotexas.org/news/newsarticledisplay.aspx?ArticleID=306>) which is posted on the TCA website.



February 5, 2021

Anthony Palumbo  
Treasurer  
777 Lishakill Rd.  
Niskayuna, NY 12309

Dr. Palumbo,

On behalf of the Texas Chiropractic Association's Board of Directors, I want to personally thank you and the New York State Chiropractic Association for your ongoing support. The resources you provided allowed TCA to play a pivotal part in chiropractic's recent victory in the Supreme Court of Texas in the *Texas Board of Chiropractic Examiners et al v. Texas Medical Association*.

This was truly a landmark win for chiropractors, both in the Lone Star State and nationally. It ended a dispute with TMA that spanned more than a decade over the role of nervous system in chiropractic practice. The Supreme Court unanimously upheld the Board's definitions of the "musculoskeletal system" and "subluxation complex" that referenced nerves and, in a split decision, upheld the Board's rule pertaining to vestibular ocular nystagmus testing (VONT).

TCA thanks NYSCA for its generous support. It speaks volumes to see other state chiropractic associations like New York so heavily involved in the fight to protect our profession.

We are extremely proud of the chiropractic community we are building in Texas, but it helps to have friends outside of the Lone Star State. We are more effective when we are united with a single purpose.

As history tells us, we know there will be future challenges in Texas, but we know we can count on the New York State Chiropractic Association to partner with us.

With gratitude,

A handwritten signature in black ink, appearing to read "Mo Jahadi", written over a horizontal line.

Mo Jahadi, DC  
President, Texas Chiropractic Association

cc: Jason Brown, DC; Joseph Lezamiz, DC; Gerald Stevens, DC; Karl Kranz; Jeff Jenkins, CAE; Alayna Pagnani-Gendron, DC; William Lawson, DC



# NYSCA Member Privileges

Membership with the NYSCA also makes you eligible for members-only savings from a variety of businesses through the NYSCA Member Privileges Program. Have you taken advantage of the privileges NYSCA membership offers? Here are some of the opportunities open to you:



Complementary group membership with the Foundation for Chiropractic Progress

**Activate your F4CP Account**



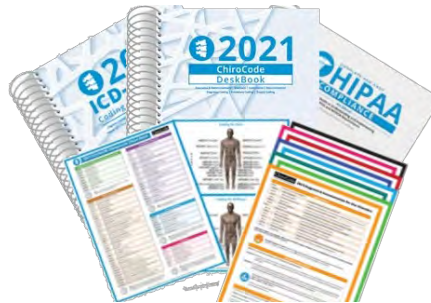
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Special pricing on credit card processing, tailored for the chiropractic industry

**Request a quote online**



20% off MSRP for practice management and coding resources

**Order online**

# Member Benefits

## Take full advantage of your NYSCA Member Benefits

Membership with the NYSCA makes you a part of the largest community of practicing Doctors of Chiropractic in New York State. This affords you an unparalleled opportunity for camaraderie with colleagues in your local area, to share with them in the trials and triumphs of day to day practice.

There are many ways for you to increase your benefit of being a NYSCA member:

- Join your local NYSCA [Facebook Group](#)
- Attend local NYSCA [events](#)
- Attend semi-annual NYSCA [conventions](#)
- Enroll in Monthly CE [Webinars](#)
- Access [members-only content](#) online
- Participate in the [members-only forums](#)
- Benefit from the [Member Privileges Program](#), including group membership with [F4CP](#)
- Update your [listing](#) in our website's find-a-chiropractor search
- Apply to be paired with or to become a [practice mentor](#)
- Submit complementary (FREE) [classified ads](#) (resource for career opportunities!)
- Participate in the annual NYSCA [elections](#)
- Receive [assistance](#) from NYSCA's full-time administrative staff with routine questions - or for more detailed assistance, contact NYSCA committee chairpersons, who are practicing doctors of chiropractic with expertise in the area of their committee

**View all current NYSCA Member Benefits and Privileges**

Be sure to keep your NYSCA membership and dues current so that you can continue to enjoy these Member Benefits and Privileges. As always, please feel free to continue to support your local vendors. If you are not yet a member, **join today** and start taking advantage of these special programs!

**JOIN TODAY!**



## HP INK & TONER - SAVE UP TO 40% EVERY DAY!

With NYSCA, you have access to exclusive everyday low pricing on HP ink and toner with discounts up to 40% off at Office Depot. Hundreds of items to choose from, with unbeatable quality and pricing. Count on HP to deliver peak performance.

## Have you registered for Office Depot discounts yet?

NYSCA members have access to exclusive FREE savings on office essentials, cleaning/breakroom products, copy & print services, technology items, and more! Not signed up yet? It's easy: [Click Here](#)

**CHIROPRACTORS QUALIFY FOR THE RESEARCH AND DEVELOPMENT TAX CREDIT CONTINUED FROM PAGE 10**

The most common qualifying activities for Chiropractors are new patient diagnostics, care plan creation, and returning patient re-evaluations. There are many specialized modalities and techniques that may qualify for the credit as well. These qualifying activities legally entitle DCs to utilize this credit. The amount of time spent on the activities throughout the year by Chiropractors and their staff turn in to deductions based on the wages paid to those employees.

How much money is available for Chiropractors who take advantage of the credit?

At Quartermaster Tax, our team has completed hundreds of tax credit studies for Chiropractors. We see credits that range from \$5,000 to \$100,000 and beyond depending on the size of the practice, available treatment options and number of associates and other employees.

One of the best attributes of the Research and Development credit is that it can be claimed for up to three years prior. That means if a Dr. has never taken advantage of the credit, they are able to go back to the last three years and claim it. This results in cash in hand from the IRS for the full credits and interest.

Why hasn't my CPA told me about this?

CPAs are amazing at what they do. They ensure Chiropractic practices are compliant in filing and paying their taxes. The vast majority of CPAs don't have the resources or time to utilize the Research and Development credit for their clients.

Completing a Research and Development tax credit study takes a team of specialized individuals who understand both the ins and outs of Chiropractic care and business finance.

How do I find out if Research and Development credits are available for my practice?

Typically, qualification begins with finding an expert to complete your tax credit study. The study involves learning about the practice, gaining an understanding of available treatment options and modalities, and a review of current tax documents. From there, a determination is made on the percentage of qualifying research activity you can apply to your practice year over year. Finally, corporate, and personal taxes can be amended to claim the credit and get a refund for the previous three years, and the credit can be applied proactively to current tax filings to reduce the amount owed.

There is a three year statute of limitations on amending for the credit so Chiropractors who wish to take advantage of the R&D credit should reach out to an expert to complete their study 3-5 months before their tax filing deadline.

**SAVE the DATE**  
**April 10-11, 2021**  
**NYSCA Spring Symposium**

**ASSISTANT ANATOMY PROFESSOR AND BIOARCHEOLOGIST'S ... CONTINUED FROM PAGE 16**

**Tell us why teaching cadaver-based anatomy at NYCC has become such a passion for you?**

'Now I get it,' is a phrase I hear so much more in the lab. The students have a lot more light-bulb moments. Cadaver-based dissection is the cornerstone of clinical anatomy and teaching it is really one of the best experiences I have had. I think it's all the more important for chiropractic students, who diagnose and treat people with their hands, to have exposure to the human body to really appreciate the different tissues. It is such an honor to work with the human body. Body donation is such a selfless gift.

**What drew you to settling down in the Finger Lakes?**

When I was on the job search I was looking for a place that would allow me to teach cadaver-based anatomy while being in a clinical-based field. NYCC came up and we were familiar with the region because my sister studied at Cornell University. My husband and I actually honeymooned in the Finger Lakes before we lived here. We love Lucifer Falls in Robert Treman Park, Hector Falls and the gorges at Watkins Glen.

**What do you love about the #NYCCBlue community?**

With NYCC being a relatively small college it gives our community a really close-knit feeling. Our students have a real sense of community and a lot of support networks. They always strive to help each other. It doesn't have that competitive environment that I felt at a bigger school. Students have a lot of work cut out for themselves getting their doctorate, they don't need the extra competitive vibe some schools have. They are very supportive and chill and that's a healthy attitude. I feel like it's the same with the faculty and staff. My colleagues are some of the best I have had, extremely collegial and supportive.

**MEMBERSHIP HAS ITS BENEFITS**  
**ARE YOU USING YOUR MEMBERSHIP BENEFITS EFFECTIVELY?**  
AS A VALUED MEMBER OF THE NOT-FOR-PROFIT FOUNDATION FOR CHIROPRACTIC PROGRESS (F4CP), YOU HAVE ACCESS TO AND MAY PERSONALIZE ALL OF THE PR AND MARKETING MATERIALS THE F4CP HAS DEVELOPED SINCE 2006.

Foundation for Chiropractic Progress  
[www.f4cp.com](http://www.f4cp.com)

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**ONE MISSION: POSITIVE PRESS FOR CHIROPRACTIC**  
CONTACT MARTA@F4CP.COM TO LEARN MORE ABOUT YOUR MEMBERSHIP BENEFITS.

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# Classified Ads

## Associate Wanted

Holistic Family Chiropractic office in Brooklyn NY and Paramus NJ. Individual must be outgoing, a great communicator and come from the heart. You must be energetic and goal driven. Willing to train the right individual. Duties may include, adjusting patients, new patient exams and consultations, etc. Please submit your resume and a cover-letter describing why you would be the right candidate for this position. FT or PT positions available. Excellent Salary plus bonus. Send resume to thenxtlv1@aol.com

## Associate Wanted

Brooklyn NY - Looking for an associate for my Brooklyn office on Flatbush Avenue for Tuesday 12-5pm, Wednesday 12-5pm, and Friday 10-6pm. Please email me at rosenalanj@gmail.com

## Associate Wanted

Middletown NY- 23-yr-est successful family practice has a unique opportunity for a FT associate to join our busy team. 1hr from NYC, Assoc. will eventually share ownership. In addition to Chiro, we offer PT, Massage, and Pre-work screenings for several large corporations. Must be confident in adjusting with diversified, utilize soft tissue, Flexion/Distracton, various modalities. Compensation is based on hourly rate plus percentage of work done. Email wtonyes@gmail.com

## Office Space for Rent

Suffolk County, Long Island, NY - 675 Square Foot Office for rent Tuesdays and Fridays. Two rooms - one room contains chiropractic table and one room contains a massage table. Front entrance / waiting room. Current space is utilized by chiropractor / acupuncturist. Rent is \$800/month. Contact drjanetcirrone@me.com

## Office Space for Rent

Whitestone, Queens - Fully equipped 3 treatment rooms, house office for rent on Tues, Fri and Sat. House is located on local & Express bus route, also convenient to 2 bridges & parkways. Call 718-819-2225 or email drmikey52@aol.com

## Office Space for Rent

Capital District, NY—Office sharing/rent with 2 separate locations: Albany County and Greene County. Both locations include treatment tables, fully furnished and access to electrodiag-

nostic services as well. Great opportunity for a new practitioner to start out by having to only pay rent or for an established practitioner looking to expand their current practice. Both offices located in strip malls with outstanding exposure and large, well known anchor stores. For further information, email glenmontchiro@gmail.com

## Office Space for Rent

Midtown Manhattan- 40th Street between Park and Madison- 10th Floor, clean space with southern exposure - 3 treatment rooms, waiting area, reception and small office/consult room-In-office BR as well as common floor BR- High Speed Internet- Available Mon, Wed and Fri to be scheduled and shared with another practitioner. - Turnkey opportunity that is ideal for new practitioner or practitioner wanting to expand with hours in midtown. Contact jkaskinasi@gmail.com

## Practice/Home Office for Sale

Dr. Retiring looking to exit practice and turn over procedures. Successful office seeks candidates to be considered for ownership of automated, highly profitable practice. If you are looking to open and operate your own clinic now or in the future, this is a great way to reach those goals without interest rates or banks involved. Multiple practices available in MD, CA, PA, IL, IA, NY, NJ. Call for an interview to see if you qualify. Contact drrobmarvenko1@gmail.com

## Practice/Home Office for Sale

Flatbush Ave. Brooklyn, NY - PT Chiropractic practice for sale. Please email rosenalanj@gmail.com

## Practice/Home Office for Sale

Simsbury, CT - A holistic and integrative practice including full-service chiro, rehab, clinical massage therapy and acupuncture. This turnkey practice includes a highly trained staff, PT associate, excellent equipment including Flexion/Distracton drop piece adjustment tables, Foot Levelers scanning kiosk and physiotherapy equipment along with 3 sublet rooms providing stable passive income. The doctor is willing to stay for coaching and smooth transition. Current practice is well established Contact Cheryl Vincent, DC-860-402-0223 cavdc23@gmail.com

## Practice/Home Office for Sale

Long Island, NY - 5 star established referral practice with solid base of long

term patients and steady new patient flow. Well appointed location on major thoroughfare in suburban area close to NYC. Dr retiring but will mentor and transition the practice to an energetic and motivated buyer. Priced to sell at \$180K. Contact 908-419-7510 or greg@chiroequity.com for details

## Equipment for Sale

1 Lloyd stationary table in like new condition. Bought over 10 years ago as an extra table for an associate but never used. We recently upgraded two therapy units and are selling 2 Dynatronics Solaris 700 series therapy units 4 channel with laser. The laser units were hardly used as we upgraded to a stand alone MR4 super pulsed shortly after buying the Solaris units. The ultrasound jacks on both units were damaged by my cleaners and only one still works. Also have 2 older 850 series 2 channel units both with US. Both work. Make offer. Dr. Carl Pesa (516) 593-3339 CPDRBONES@aol.com

## Equipment for Sale

Chiropractic autonomic nervous system charts (3); Decade IIIR dermatomographs (2 units) with 5 rolls of paper & 4 pens; Dynatron 100 interferential-stimulation unit with chords, electrodes (adhesive & non-adhesive), user manuals; Niagara cyclo massage chair pad & 2 hand-held units with carrying case; Proper oto-ophthalmoscope; Doctor's leather bag with lock & key; stethoscopes (3) with extra diaphragms & earpieces; blood pressure cuffs (3); supplies, including: vertebrae anatomy models (7), trigger point dowels & Prudden book, tuning forks (6), reflex hammers (3), pinwheels (4), protractors (5), x-ray parallel gliders (2); books, books & more books and tapes. All equipment & supplies are in excellent condition; all equipment is in working order. Photos will be provided upon request. Call/text Johanne at 518-469-0534 or email jfloser77@gmail.com.

## Miscellaneous

Complete set of 2nd edition "Diagnosis of bone and joint disorders" Resnick and Niwayama and other X-ray textbooks. if you arrange to pick them up. you can have them for free! email me at drhorshinski@gmail.com and we can arrange!

Submit your classified ad today!

[View all current classified ads](#)



# NYSCA Calendar of Events

Please visit [www.NYSCA.com/meetings-events-calendar](http://www.NYSCA.com/meetings-events-calendar) to view our full calendar. View individual events to download the iCal file to import into your personal calendar. Please note: district meeting dates, times, and locations are subject to change. Please check with your district president to confirm meeting schedules and locations.

<b>Mar'21</b>			
<i>NYSCA Spring Symposium Standard Registration cutoff—4/1/21 NYSCA Officer &amp; Director Nominations Begin March 1st</i>			
Thurs	3/4	6:30pm	D10 Albany Meeting
Mon	3/8	7pm	D16 Southern Tier Meeting
Tues	3/9	12:30pm	D14 Rockland Meeting
Tues	3/9	8pm	D3 Queens Meeting
Tues	3/9	8pm	D6 Nassau Meeting
Weds	3/10	7pm	D17 Buffalo Meeting
Weds	3/10	8pm	D2/5 Brooklyn/Staten Island Meeting
Thurs	3/11	7pm	D15 Rochester Meeting
Tues	3/16	7:30pm	D9 Hudson Valley Meeting
Weds	3/17	7pm	D12 Syracuse Meeting
Weds	3/17	8:30pm	D7 Suffolk Meeting
<b>Weds</b>	<b>3/24</b>	<b>1pm</b>	<b>NYSCA/NYCC Webinar</b>

<b>April'21</b>			
<i>Elections Reminder: Completed "Intent to Run" forms must be received by April 1</i>			
Thurs	4/8	7pm	D15 Rochester Meeting
<b>Sat</b>	<b>4/10</b>	<b>2pm</b>	<b>NYSCA 2021 Spring Symposium</b>
<b>Sun</b>	<b>4/11</b>	<b>10am</b>	<b>NYSCA 2021 Spring Symposium</b>
Mon	4/12	7pm	D16 Southern Tier Meeting
Tues	4/13	12:30pm	D14 Rockland Meeting
Tues	4/13	8pm	D3 Queens Meeting
Tues	4/13	8pm	D6 Nassau Meeting
Weds	4/14	8pm	D2/5 Brooklyn/Staten Island Meeting
Weds	4/14	7pm	D17 Buffalo Meeting
Tues	4/20	7:30pm	D9 Hudson Valley Meeting
Weds	4/21	7pm	D12 Syracuse Meeting
Weds	4/21	8:30pm	D7 Suffolk Meeting

<b>May'21</b>			
<i>Elections Reminder: Voting opens 5/1; District officers elected at district meetings</i>			
Mon	5/10	7pm	D16 Southern Tier Meeting
Tues	5/11	12:30pm	D14 Rockland Meeting
Tues	5/11	8pm	D3 Queens Meeting
Tues	5/11	8pm	D6 Nassau Meeting
Weds	5/12	7pm	D17 Buffalo Meeting
Weds	5/12	8pm	D2/5 Brooklyn/Staten Island Meeting
Thurs	5/13	7pm	D15 Rochester Meeting
Tues	5/18	7:30pm	D9 Hudson Valley Meeting
Weds	5/19	7pm	D12 Syracuse Meeting
Weds	5/19	8:30pm	D7 Suffolk Meeting
<b>Weds</b>	<b>5/26</b>	<b>1pm</b>	<b>NYSCA/NYCC Webinar</b>

<b>June'21</b>			
<i>Elections Reminder: Elected statewide and local candidates take office 6/1</i>			
Mon	6/14	7pm	D16 Southern Tier Meeting
Tues	6/8	12:30pm	D14 Rockland Meeting
Tues	6/8	8pm	D3 Queens Meeting
Tues	6/8	8pm	D6 Nassau Meeting
Weds	6/9	7pm	D17 Buffalo Meeting
Weds	6/9	8pm	D2/5 Brooklyn/Staten Island Meeting
Thurs	6/10	7pm	D15 Rochester Meeting
Tues	6/15	7:30pm	D9 Hudson Valley Meeting
<b>Weds</b>	<b>6/16</b>	<b>1pm</b>	<b>NYSCA/NYCC Webinar</b>
Weds	6/16	7pm	D12 Syracuse Meeting
Weds	6/16	8:30pm	D7 Suffolk Meeting

# SAVE *the* DATE

# April 10-11, 2021

New York State Chiropractic Association Spring Symposium

via live webinar with the New York Chiropractic College Postgraduate Department

Earn up to 12 CE Credits (8 category 1)  
from the comfort of your own home!



# NYSCA District Information

The NYSCA is a statewide professional Chiropractic association, comprised entirely of your peers and colleagues. We have joined together in the promotion, advancement, and defense of Chiropractic. In conjunction with our full time lobbyist, the NYSCA monitors all legislation that affects our profession while working to protect and expand practice rights. Our association is governed by a democratically elected Board of Directors and House of Delegates. Further, New York State is arranged into 4 Regions and 17 districts, each having its own elected officials and hosting monthly meetings and events. Each active district has representation in the House of Delegates to ensure that your voice is heard.

## District 1

district01@nysca.com  
Mitch Green DC  
—President 212-269-0300

## District 2

district02@nysca.com  
Charles Fundaro DC  
—President 718-236-6177  
Vincent Nuziata DC  
—Vice President 718-331-2667

## District 3

district03@nysca.com  
Christine Antoldi DC  
—President 718-268-4464  
Joseph Lezamiz DC  
—Vice President 718-738-2550

## District 4

district04@nysca.com  
Gregori Pasqua DC  
—President 718-654-4113

## District 5

district05@nysca.com  
Steven Breines DC  
—President 718-967-3500

## District 6

district06@nysca.com  
Bruce Silber DC  
— President 516-541-1064  
Walter Priestley DC  
—Vice President 516-752-1007

## District 7

district07@nysca.com  
George Rulli DC  
— President 631-286-2300  
Robin Stein DC  
—Vice President 631-224-3036

## District 8

district08@nysca.com  
Glen Nykwist DC  
—President 914-273-5505

## District 9

district09@nysca.com  
Michael Raucci DC  
—President 845-744-8050  
Matthew Flanagan DC  
—Vice President 845-778-4420

## District 10

district10@nysca.com  
David Civale DC  
—President 518-377-2207  
Michael O'Leary DC  
—Vice President 518-793-1205

## District 11

district11@nysca.com  
[President position pending]

## District 12

district12@nysca.com  
Michael Stirpe DC  
—President 315-472-7128  
George Cunningham DC  
—Vice President 315-445-9941

## District 13

district13@nysca.com  
Douglas Taber DC  
—President 607-754-4850

## District 14

district14@nysca.com  
Arthur Kaufer DC  
—President 845-357-0364  
Kathleen McLaughlin DC  
—Vice President 718-748-8044

## District 15

district15@nysca.com  
James Walters DC  
—President 585-944-0955  
Bethany Buryta DC —Vice  
President 585-721-1752

## District 16

district16@nysca.com  
Rebecca VonBergen DC  
—President 607-277-0101

## District 17

district17@nysca.com  
Stephanie Pawelek DC  
—President 716-771-1354  
Brenda Covell DC  
—Vice President 607-277-0101



### Candidates for Officer's Positions

To be eligible to campaign for an officer's position, candidates must meet the following qualifications:

- The nominee must be an active regular, associate, in-state affiliate, or life member in good standing for a minimum of five (5) consecutive years;
- The nominee must understand and attest to the fact that he/she owes a duty of loyalty and a duty of care to the NYSCA and its membership and is not legally conflicted in carrying out his/her duties and responsibilities to the NYSCA and its membership;
- The nominee must have attended at least seventy percent (70%) of his/her district meetings in the year immediately preceding his/her nomination;
- As part of said seventy percent (70%) attendance requirement, the nominee may include, to the satisfaction of the district membership, written proof or other evidence from his/her district indicating that his/her absence from district meetings was due to the conduct of other business of the NYSCA district or the Association in general. This requirement shall not apply to any member currently serving the NYSCA in an executive officer's capacity.
- Nominee for an officer's position shall be eligible to serve and shall have served as a Director on the Board of Directors for not less than one full term. In addition, the nominee shall have attended no less than 2/3rds of the Board meetings convened during each year during her/his tenure as a Regional Director.

### Candidates for the Position of Regional Director

To be eligible to campaign for the position of regional director, candidates must meet the following qualifications:

- Each nominee must be from a district that falls in the area represented by either Region 1 or Region 3 as outlined elsewhere above;
- Each nominee must have been an officer of the district or a delegate in the House of Delegates representing a district within either Region 1 or Region 3 noted elsewhere above; and
- The nominee must have been an active member of the Association for the three (3) years immediately preceding his/her nomination -- and he/she must have attended at least seventy percent (70%) of his/her district meetings in the year immediately preceding his/her nomination. As part of said seventy percent (70%) attendance requirement, the nominee may include, to the satisfaction of his/her District, written proof or other evidence from his/her district indicating that the absence from district meetings was due to the conduct of other business of the district or of the Association.

If members have any comments or questions regarding this process, please contact the NYSCA at [info@nysca.com](mailto:info@nysca.com).



Join us for a FREE upcoming NYSCA Membership Benefits Webinar:

## Benefits of Group Membership with F4CP

Thursday, April 22, 2021 1 PM ET

**REGISTER ONLINE**

**Did you know?** Members of the NYSCA have access to an exclusive benefit — COMPLIMENTARY F4CP MEMBERSHIP!

Members receive fresh, relevant and 'ready-to-post' social media content via email, often including applicable chiropractic research to further educate and inform fans and followers, as well as current and new patients, about the benefits of chiropractic care.

Additionally, the F4CP offers its members a free listing in its new online membership directory that provides the public with an easy way to search for local doctors of chiropractic.



During the April 22nd presentation, F4CP President Dr. Sherry McAllister will walk attendees through:

- What benefits NYSCA members receive through the State's enrollment in Group Membership
- How to login to their online accounts and access resources
- How to implement the marketing resources available in their own practices.

[Register for the webinar](#)



# NYSCA Conventions

Continuing Education Opportunities of the Highest Caliber

Save the Date for the New York State Chiropractic Association

## 2021 Spring Symposium

# April 10-11, 2021

via webinar with the New York Chiropractic College Postgraduate Department

### We invite you to join us at our 2021 Spring Symposium via live webinar!

It is our pleasure to announce and formally invite you to participate in the NYSCA 2021 Spring Symposium, to be held in a live webinar format. It promises to be a rich and varied educational experience for attendees.

The program will be held over 2 days (April 10-11, 2021) and will offer up to 12 continuing education credits\*, including up to 8 category 1 credits. The Saturday portion will be from 1pm-7pm and will offer 6 credits (2Cat1), and the Sunday portion will be from 10am-4pm and will offer 6 credits (6Cat1). Attendees may register for Saturday only, Sunday only, or for the whole weekend.

Scheduled speakers include:



Gerald Stevens DC MS MPH; Brandon Steele DC FACO; Kristina Petrocco-Napuli DC MS FICC FACC; Anthony Palumbo DC, Vincent Justino BS DC; Robert DeSantis DC

Not pictured: Robert Martin DC; Robin Stein DC; Lev Lewin Esq

## Earn up to 12 CE Credits\* from the comfort of your own home!

Among the speakers and presenters at this event are Dr. Gerald Stevens, who will be opening our event on Saturday; Dr. Brandon Steele of ChiroUp, who will present to us "Game Changers: Practical Research from the Past Year for Improving Clinical Outcomes"; Dr. Kristina L. Petrocco-Napuli, sponsored by NCMIC†, will cover "Strengthening of Healthcare Ethics During the Global Pandemic"

On Sunday, we will hear from Dr. Anthony Palumbo, who will discuss No-Fault Documentation; Dr. Vincent Justino, sponsored by OUM‡, will help us "Develop Winning Habits and Procedures With Documentation, Coding, and Audits"; Finally, members of the NYSCA Insurance Committee, including Dr. Robert Martin, Dr. Robin Stein, and Dr. Robert DeSantis, will cover "Documentation and Coding Matters: Issues and Updates from the NYSCA Insurance Committee." Get details on each of these presentations in the [Event Agenda](#).

### Registration is now open at [www.NYSCA.com](http://www.NYSCA.com)!

Registration Fee: Standard registration valid through 04/01/2021—\$199 members; \$299 non-members.

Late Registration Fee: Additional \$50 per person applied after Thursday, 04/01/2021.

Please visit [www.NYSCA.com/2021-spring-symposium](http://www.NYSCA.com/2021-spring-symposium) for more information.

\*CE Pending in select states. †Course applies towards requirements for NCMIC's Risk Management Discount. Full-Time DCs can earn a 5% discount on 3 years of malpractice insurance by completing 8 hours of continuing education (CE) seminars. (2.5% discount for part-time DCs.) ‡ Attend OUM's seminar for a total of 2 hours on Sunday 04/11/21 to receive up to a 10% discount off your OUM policy premium.

The NYSCA makes every attempt to offer programs as publicized. We nevertheless reserve the right to alter and/or adjust program details, including but not limited to dates, locations, times, instructors, and presentation sources and sequences. The NYSCA is not responsible for expenses and/or consequential damages suffered by registrants of altered programs.

License Renewal: Continuing education credit (CE) is provided by New York Chiropractic College (NYCC). While applications relating to credit hours for license renewal in selected states have been executed for these programs, it remains attendees' responsibility to contact the state board(s) from whom they seek continuing education credits for purposes of ensuring said board(s) approve both venue and content as they relate to any seminar/ course/ lecture/ webinar/ online presentation (event). Neither a speaker's or exhibitor's presence at said event, nor product mention or display, shall in any way constitute NYCC endorsement. NYCC's role is strictly limited to processing, submitting, and archiving program documents on behalf of course sponsors. These courses are valid for CE credits in "pre-approved" states, so long as it falls within the scope of practice as outlined by the corresponding state board.



# New York State Chiropractic Association

PO Box 557, Chester NY 10918 | 518-785-6346 | 518-785-6352 FAX  
info@nysca.com | www.nysca.com



## APPLICATION FOR MEMBERSHIP

### Contact Information

Last Name:	First Name:	MI:	<input type="checkbox"/> Male <input type="checkbox"/> Female
Business Address:		County:	
City:	State:	Zip:	
Office Phone:	Office Fax:	Email:	
Referred to NYSCA by:		<b>All fields required unless otherwise specified.</b>	

### Education Information

Degree(s):	
Chiropractic College:	Year Graduated:
NY Chiropractic License Number:	Date of Issuance: (MM/DD/YYYY):

### Personal Information

Date of Birth:	Home Phone (opt):	Mobile Phone (opt):
Home Address:		County:
City:	State:	Zip:

### Membership Categories

### Dues

Regular Membership	Full Year or EZPay*
<input type="checkbox"/> 1 <sup>st</sup> Year Licentiate – up to 2 years from date of licensure	\$120 or \$10/month
<input type="checkbox"/> 2 <sup>nd</sup> Year Licentiate – up to 3 years from date of licensure	\$240 or \$20/month
<input type="checkbox"/> 3 <sup>rd</sup> Year Licentiate – up to 4 years from date of licensure	\$360 or \$30/month
<input type="checkbox"/> 4 <sup>th</sup> Year Licentiate – up to 5 years from date of licensure	\$480 or \$40/month
<input type="checkbox"/> 5 <sup>th</sup> Year Licentiate – Greater than 5 years from date of licensure	\$600 or \$50/month
<b>★ New Member Special ★</b>	
One-time offer applicable to Regular Membership only when year is PAID IN FULL. Eligibility subject to verification. Subsequent year's dues payable at usual rate. Cannot be combined with other discounts	25% off
<input type="checkbox"/> Part-time, practicing 20 hours or fewer per week Discount applicable to Regular Membership only. A certification of working hours, signed by a NYSCA district officer, must be submitted to the administrative office; Cannot be combined with other discounts	50% off
<b>Associate Membership</b> – Include name of sponsoring NYSCA Member: _____	
<input type="checkbox"/> 1 <sup>st</sup> Year Licentiate – up to 2 years from date of licensure	\$60 or \$5/month
<input type="checkbox"/> 2 <sup>nd</sup> Year Licentiate – up to 3 years from date of licensure	\$120 or \$10/month
<input type="checkbox"/> 3 <sup>rd</sup> Year Licentiate – up to 4 years from date of licensure	\$180 or \$15/month
<input type="checkbox"/> 4 <sup>th</sup> Year Licentiate – up to 5 years from date of licensure	\$240 or \$20/month
<input type="checkbox"/> 5 <sup>th</sup> Year Licentiate – Greater than 5 years from date of licensure	\$300 or \$25/month
<b>Affiliate Membership<sup>†</sup></b> – must be licensed to practice chiropractic in New York	
<input type="checkbox"/> a full-time staff member in residence at a chiropractic or other accredited university, college, school, or institution; or	\$60
<input type="checkbox"/> a full-time employee of any recognized governmental agency; or	
<input type="checkbox"/> a member of the Armed Forces of the United States on active duty; or	
<input type="checkbox"/> not in active chiropractic practice AND is employed full-time as supplier/vendor of chiropractic products and services, or other practice equipment, in service to members of the chiropractic professional field; or	
<input type="checkbox"/> practicing exclusively in a state or jurisdiction other than New York State	
<sup>†</sup> out-of-state affiliate members may neither vote in NYSCA elections nor hold office	

### Payment Information

Select One:  Pay in full  EZPay\*

### Payment Method

<input type="checkbox"/> VISA	<input type="checkbox"/> MASTERCARD	<input type="checkbox"/> DISCOVER	<input type="checkbox"/> AMERICAN EXPRESS
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Card Holder:

Card #:

Expiration Date:

Security Code:

Billing Address:

Check Enclosed; Please make checks payable to:  
New York State Chiropractic Association  
PO Box 557, Chester NY 10918

Check here if you do **NOT** want 7% of your dues monies earmarked for NYCPAC. Refusal to contribute will not affect your membership rights.

I fully understand and agree that upon acceptance of my application, I shall abide by the certificate of incorporation of the NYSCA, its Bylaws, Canon of Ethics, all rules and regulations adopted by the Board of Directors and House of Delegates, and the laws of the State of New York, the Board of Regents, and the State Education Department. I further understand that the NYSCA regularly communicates with its members by electronic means and therefore permit NYSCA to send me communications and advertisements (regarding upcoming events, etc.) via fax/email.

Signature:

For Office Use Only      Date Received:  
District Assigned:

**\*Membership Dues – EZPay (Monthly debit from credit card)**  
Cardholder understands and agrees that by opting into automatic billing his/her card will be charged on a monthly basis and will automatically renew on membership anniversary date. Renewal will be at current membership type associated with account. Monthly membership is not eligible for cancellation for the first 12 months.