

ON THE AGENDA

NYS CA

September 2021

New York State Chiropractic Association

PRESIDENT'S REPORT

Anthony Palumbo, D.C.



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2021 - 2022

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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

Zakir Ahmad, DC D-3
Shayla Cooper D-17
William Magill, DC Affiliate OS
John Nagiub D-17
Joseph Reville, DC D-15
Joseph Ribertelli, DC D-5
Kerry Wittich, DC D-7

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2021 Fall Symposium October 16-17, 2021 New York State Chiropractic Association

via webinar with Northeast College of Health Sciences Postgrad
Earn up to 12 CE Credits from the comfort of your own home!

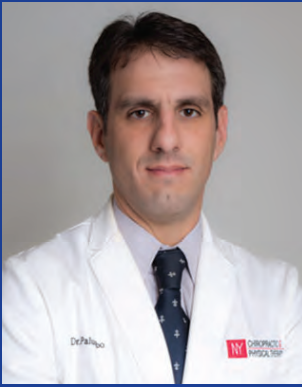
2022 ICD-10 UPDATES:

Every year there are updates to the ICD-10 codes. These codes take effect 10/1/2021.

This year coding updates that will affect chiropractic claims are listed below

- M54.5 Low back pain. Loin pain and Lumbago NOS have been deleted from the description
- New Code: M54.50 Low back pain, unspecified. This includes Loin pain and Lumbago NOS.
- New Code: M54.51 Vertebrogenic low back pain, Low back vertebral endplate pain
- New Code: M54.59 Other low back pain
- M54.8 Other dorsalgia. Revise low back pain (M54.5) to low back pain (M54.5-)

Please update your records to include these changes effective 10/1/21 to avoid payment delays or denials



PRESIDENT'S REPORT

Anthony Palumbo, D.C.

Hello, I want to say thank you to all the members of our Association for allowing me to serve as your President.

As a full-time practicing chiropractor in my 26th year of practice, I remain in the trenches and understand the situations that field doctors face daily. I am committed to acting in the best interests of all chiropractors and their patients and in advancing the profession in a positive manner. I also recognize the needs of the next generation of chiropractors, and securing their future in this state is a top priority for me.

As President of the NYSCA, I will continue to encourage cooperation with state and local departments, higher education institutions, and other organizations to move chiropractic forward. I believe that chiropractors should be afforded the level of authority equal to the instrumental impact we have on the health care system.

I also believe that patients should have full access to chiropractic care without confining, inequitable, and outdated limitations on covered services. On my first day as NYSCA President, I began implementing a plan to systematically meet with all major private insurance carriers active in New York State to discuss the correction of these inconsistencies. This is my personal pledge to action for our profession.

I am determined to protect our patients and to work hard for you, our members. To be successful, I need your help. It is a simple request; remain a NYSCA member and encourage every chiropractor that you know to also become a member if they are not already.

To move forward, we must sometimes look back. We can view the last year in two ways. We can say it was terrible (and it certainly was), but we can also look for the positive. While the state was systematically shut down, New York State deemed chiropractors as top-tier essential workers who could remain open and in practice during the entire pandemic. This is a testament to all the arduous work the NYSCA has put in over the years to enlighten NYS to our cultural authority and importance in the healthcare system. This is an example of the good that we need to remember.

As individuals, we were there in a time of need for our front-line workers -- police, firefighters, military personnel, doctors, and nurses -- keeping them going so they could keep us safe and deliver healthcare to the rest of the population.

Just as importantly, the NYSCA as an association remained steadfast and allowed its members to lean on it when they were in need and searching for answers.

There is strength in numbers. Consider the bamboo stick. On its own it is sturdy, strong. But under significant pressure, the inherent strength of the bamboo often gives way. But what happens when you bundle it together, so all the pieces are working in unison? With a plethora of bamboo sticks, you have innumerable options open to you, such as building a bridge or even a boat to help you arrive at a far-off destination that otherwise might be out of reach.

I have said, and it bears repeating, that the opposite of strength is not weakness, it is complacency.

As president, I will do my best to make sure the NYSCA remains active and assertive for our members and humbly I ask that you remain strong for your association. Be advocates for your patients and be advocates for chiropractic.

Let us never become complacent. We can accomplish incredible things if we are committed to making them happen. Where focus goes, energy flows. So, I say to you all -- be diligent and strong, not complacent.

What we do is valuable. It is more than valuable. We deserve to experience how great we can be. We owe it to ourselves and to the rest of the profession (in our state and across the country), and we especially owe it to our patients, to create positive changes. To inspire others who will look to us and say, "they did it, they continue to do it, and we can do it too!"

In closing, please know that I am fully committed to our members, to our patients, and to growing chiropractic in NYS for the generations of chiropractors to come. I, in turn, ask you to continue to be active and involved NYSCA members. Sustained and increased membership is the most valuable resource the NYSCA can have. We appreciate you more than you could ever know. We are strong because of you.

Thank you for being a member and thank you for allowing me to serve you.

Anthony Palumbo, DC
NYSCA President



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We are proud to be a Premier Sponsor of the New York State Chiropractic Association.

"OUM" and "OUM Chiropractor Program" do not refer to a legal entity or insurance company but to a program or symbol of a program underwritten, insured and administered by either PACO Assurance Company, Inc. or Podiatry Insurance Company of America (PICA), both ProAssurance companies, rated A- (Excellent) and A+ (Superior) by A.M. Best, respectively.

NYSCA 11160

NYSCA WORKING WITH TCA



Dr. Tyce Hergert (Former TCA President),
Dr. Devin Pettiet (Former TCA President),
Dr. Palumbo
Dr. Max Vige (Former TCA President)
Dr. Campisi



Dr. Campisi
Dr. Stephen Foster (President of the Texas
Chiropractic College)
Dr. Palumbo

The NYSCA has been working closely with the Texas Chiropractic Association (TCA) in its struggle with its scope of practice (if you've been paying attention, the TCA recently achieved a major victory in the Supreme Court of Texas!). The NYSCA has been sharing ideas, offering advice, and providing important financial resources to the TCA realizing that issues that affect our profession do not stop at other state borders. In keeping up with the annual tradition that began in 2017, NYSCA President Anthony Palumbo, DC and NYSCA Director Joseph Campisi, DC travelled to Texas to attend the TCA's Annual Texpo Convention. The 2021 Texpo was held in Allen, Texas from June 11-June 13, 2021. Dr. Palumbo and Dr. Campisi were able to sit in on TCA Board Meetings, meet with the leadership of the TCA to discuss strategy and ideas for partnership between the two Associations moving forward, and converse with leaders in our profession. Dr. Palumbo was also privileged to speak at the black tie TCA Gala. The NYSCA looks forward to working with the TCA for years to come in order to positively move the profession forward in both of our states and across the country.



Dr. Palumbo
Dr. Alayna Pagnani-Gendron (TCA President)
Dr. Campisi



June 21, 2021

Anthony Palumbo, DC

RE: Donation to Texas Chiropractic Association/Chiropractic Development Initiative (CDI)

Dear Dr. Palumbo,

On behalf of the Texas Chiropractic Association leadership, members and staff, I would like to take this opportunity to thank you and the New York State Chiropractic Association for your generous contribution of \$500 for the Chiropractic Development Initiative (CDI).

With your support, CDI can continue its long-term commitment to positively affect changes in statute, regulation, as well as government and public perception. CDI directly supports TCA's advocacy, legal and public relations initiatives to advance chiropractic in the Lone Star State.

1. We believe that the people of Texas should be afforded the full benefit of chiropractic care based on the level of education, training and experience of the Doctor of Chiropractic (DC).
2. We believe that the people of Texas should be afforded access to chiropractic care free of restrictive limitations or discriminatory payment provisions.
3. We believe that DCs should be afforded the level of authority, respect and esteem equal to the dramatic impact they make on the health care system.

Your contribution is tax-deductible to the full extent of the law. No goods or services were exchanged with your donation.

Thank you again for your kind gift to the Chiropractic Development Initiative. This level of advocacy will continue to strengthen the chiropractic profession.

Warm regards,

Kaira C. Tanwar, MBA
Executive Director



ENTERS INTO A SPONSORSHIP AGREEMENT WITH THE NYSCA



LabCorp, the nations largest diagnostic lab network has reached out to the NYSCA to facilitate the use of proper diagnostic testing by member doctors.

In the past few months, the NYSCA has worked to foster a relationship with LabCorp to provide appropriate and efficient laboratory analysis to member doctors throughout New York State.

LabCorp has decided to become a sponsor of the NYSCA and has expressed a desire to develop a long-term working relationship with the Association and its members.

LabCorp is the largest national commercial lab in the US and offers a full test compendium for the diagnosis and evaluation of patients in local offices while maintaining national databases.

Orders for testing are easily issued using an online doctor portal and results can be obtained digitally on your computer or cellular device, eliminating additional paperwork burdens for treating doctors.

A national reach ensures consistency and continuity of testing orders and results.

LabCorp, working with the NYSCA has researched the tests that are allowed and are appropriate under the current laws of the State of New York for NYSCA members and has supplied us with links for our use as well as the portal that individual doctors can use.

In utilizing the resources of a national lab, NYSCA member doctors can better serve their patients and eliminate the need and expense of referral for additional diagnostic testing that can be ordered by a Doctor of Chiropractic.

LabCorp has pledged to provide a high level of customer service to NYSCA members to ensure that patients receive testing on a timely basis and that results are supplied to close any care gaps that may occur as diagnosis and management is carried out.

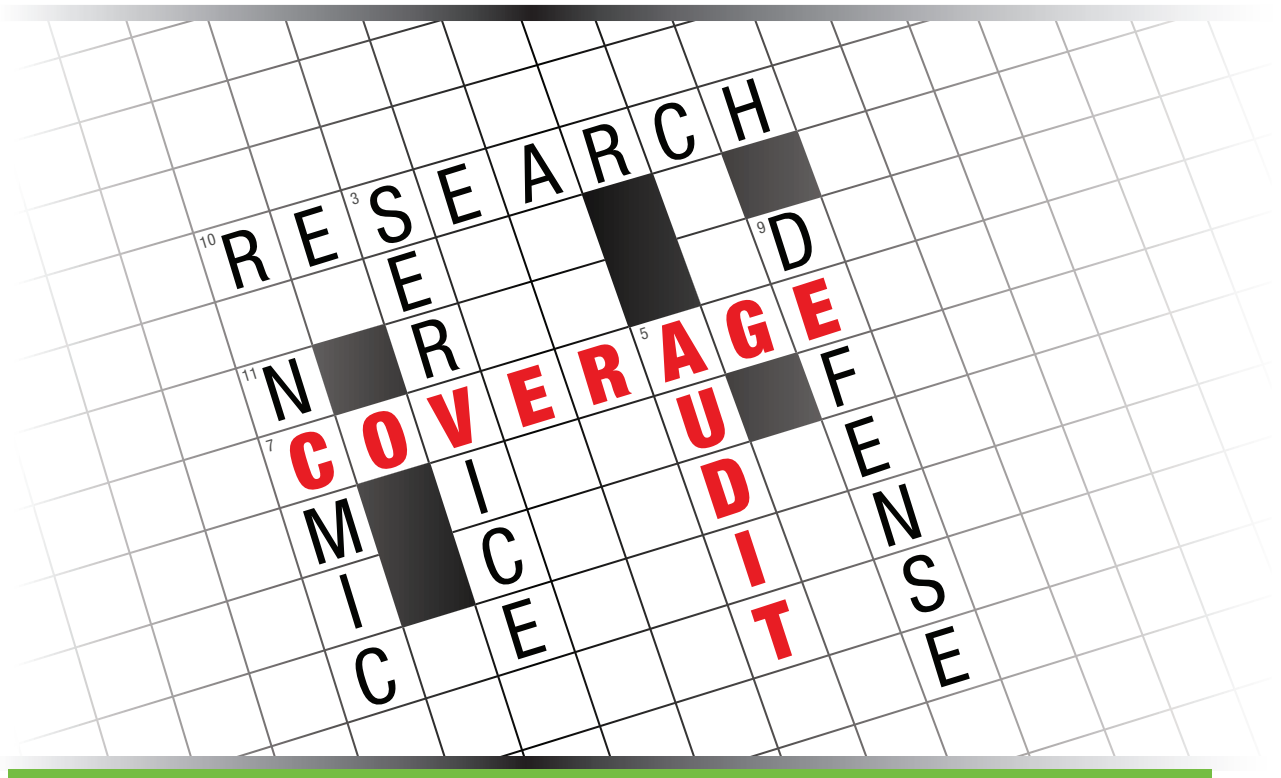
LabCorp has also committed to answer questions regarding appropriate testing and encourages direct communication with their representatives to address any concerns from providers. We look forward to this effort and providing additional tools to member doctors for use in the successful treatment of patients. A list of approved testing is available here: <http://www.op.nysed.gov/prof/chiro/chinolab.htm>



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NYSCA Conventions

Continuing Education Opportunities of the Highest Caliber

Presenting the New York State Chiropractic Association

2021 Fall Symposium

via webinar with Northeast College of Health Sciences Postgrad

It is our pleasure to announce and formally invite you to participate in the NYSCA 2021 Fall Symposium, to be held in a live webinar format. The program will be held over 2 days (October 16-17, 2021) and will offer up to 12 continuing education credits (2 Category 1 credits). The Saturday portion will be from 1pm-7pm, and the Sunday portion will be from 10am-4pm. Attendees may register for Saturday only, Sunday only, or for the whole weekend.

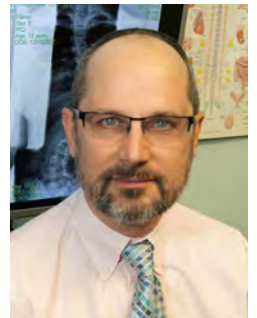
Earn up to 12 CE Credits from the comfort of your own home!

Up to 2 Cat1 credits. Save \$50 off "at the door" prices when you register by 10/08/2021. Special pricing for Association Members. Please note: Registration MUST be received by 5pm on Thursday, 10/14/2021.

[Download Event Agenda](#)

[Register Online](#)

[Visit the Virtual Expo](#)



Scheduled speakers include: Angelo Ippolito DC; James Demetrious DC FACO; Jenny Brocker DC DICCP; David R. Seaman DC MS DABCN; Justin Hildebrand DC; Andrew Strauss BS DC MS

Saturday, October 16, 2021

- 1pm-3pm — Assessment and Treatment of TMD (Hildebrand | Sponsored by NCMIC | *†2CE)
- 3pm-5pm — How a Pro-inflammatory Diet Promotes Osteoarthritis and Tendinopathy and Degenerates Skeletal Muscle (Seaman | Sponsored by NCMIC | *†2CE)
- 5pm-7pm — Cervicogenic Headache and Related Disorders (Demetrious | Sponsored by NCMIC | *†2CE)

Sunday, October 17, 2021

- 10am-12pm — Utilizing Laboratory Tests when Managing Musculoskeletal Pain and Inflammation (Ippolito DC | Sponsored by LabCorp | *2CE)
- 12pm-2pm — Conservative Care for the Scoliosis Patient (Strauss | Sponsored by CLEAR Institute | *2CE)
- 2pm-4pm — Documenting the Pediatric Visit (Brocker| Sponsored by NCMIC | *†2CE|2Cat1)

*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.)

Policy Statement: 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.

License Renewal: Continuing education credit (CE) is provided by Northeast College of Health Sciences. Neither a speaker's or exhibitor's presence at a seminar/ course/ lecture/ webinar/ online presentation (event), nor product mention or display, shall in any way constitute Northeast College endorsement. Northeast College's role is strictly limited to processing, submitting, and archiving program documents on behalf of course sponsors.

This course is valid for Doctor of Chiropractic CE credits in "pre-approved" states, so long as it falls within the scope of practice as outlined by the corresponding state board. It remains attendees' responsibility to contact the state board(s) from which they seek continuing education credits for purposes of ensuring said board(s) approves both the delivery method and content as they relate to this event. Pre-Approved: CO, CT, DE, DC, ID, IL, IN, IA, MA, MD, MS*, MT, NE, ND, NH, NJ (DC only), OH, OR, RI, SC, UT, VT, VA, WA, WY, Puerto Rico, Canadian Provinces (except AB); *Does not accept online.



Five Things Everyone Should Know About Auto and Home Insurance



By Danita Blessing, NCMIC

There are many companies that offer home and auto insurance and many different avenues to get there. You can go through an independent agent, a direct writer, or process your own quote. You can also find opposing views on what coverage is essential and what isn't necessary. Everybody's situation is unique and should be evaluated individually, which is why talking with an agent to determine what you need is strongly recommended. However, there are some things everyone should know about auto and homeowners insurance regardless of their situation.

AUTO

1. State minimum liability limits required are not necessarily enough to protect you. For example, the state of Iowa requires minimum bodily injury limits of \$20,000 per person and \$40,000 per accident, and a \$15,000 property damage limit. If you are in an accident with no bodily injury but a total loss to your vehicle valued at \$30,000, your insurance will pay the first \$15,000. You will be responsible for the balance.
2. All state regulations and requirements are not the same. Thus, if you move to a new state, you do need to get new auto insurance.
3. A personal auto policy does NOT cover the rental of a U-Haul or similar type of moving van. DA personal auto policy covers private passenger personal automobiles. A U-Haul is a commercial vehicle.
4. Insurance follows the car, not the insured. In other words, if you loan

your vehicle to a friend and the friend causes an accident, it is your policy that covers the damages.

5. The type of vehicle you drive affects the rates. For example, pickup trucks will rate higher due to the damage they can cause to other vehicles in an accident. Sports cars will rate higher because they promote driving at higher speeds and are usually more expensive.

HOME

1. Flood damage is not covered by homeowners insurance. Coverage can be purchased through the National Flood Insurance Program. Some companies will write this as a standalone policy and some will offer the coverage as an attachment to the home policy, but either way, it is separate coverage from a home policy.
2. The amount of coverage on the home is based on the cost to rebuild the home at the time of a loss. This num-

ber is rarely the same as your purchase price or market value. If you get a quote for coverage that equals your purchase price, discuss the cost to rebuild with your agent.

3. The age of your roof has a direct effect on the premium. Older roofs increase the likelihood that a claim will be filed. Some companies will even base eligibility for a policy on the age of a roof.
4. The annual premium should not be the only factor when deciding to purchase home insurance. Insurers do not all use the same policy forms and endorsements. Though the coverage numbers may look the same, you need to compare the endorsements as well.
5. Pools, trampolines and some dog breeds not only affect the premium, they can also affect the eligibility for coverage. Have a discussion with your agent before adding these additional risks.



NYSCA Calendar of Events

Please visit 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.

Sept'21				Oct'21			
The Northeast College Alumni Weekend will be a hybrid event held September 17-19, 2021				The NYSCA 2021 Fall Symposium will be held October 16-17 via webinar			
Wed	9/1	1pm	NYSCA Webinar— Register Online	Tues	10/12	8pm	D2/5 Brooklyn/Staten Island Meeting
Mon	9/6	All Day	NYSCA Admin Office Closed	Tues	10/12	8pm	D3 Queens Meeting
Weds	9/8	7pm	D17 Buffalo Meeting	Tues	10/12	8pm	D6 Nassau Meeting
Thurs	9/9	7pm	D15 Rochester Meeting	Wed	10/13	7pm	D17 Buffalo Meeting
Tues	9/14	8pm	D2/5 Brooklyn/Staten Island Meeting	Thurs	10/14	7pm	D15 Rochester Meeting
Tues	9/14	8pm	D3 Queens Meeting	Sat	10/16	All Day	World Spine Day
Tues	9/14	8pm	D6 Nassau Meeting	Sat	10/16	1pm	Fall Symposium— Register Online
Wed	9/15	7pm	D12 Syracuse Meeting	Sat	10/17	10am	Fall Symposium— Register Online
Sat	9/18	All Day	Chiropractic Founder's Day	Mon	10/18	7pm	D16 Southern Tier Meeting
Mon	9/20	7pm	D16 Southern Tier Meeting	Tues	10/19	7:30pm	D9 Hudson Valley Meeting
Tues	9/21	7:30pm	D9 Hudson Valley Meeting	Wed	10/20	7pm	D12 Syracuse Meeting
Weds	9/22	8:30pm	D7 Suffolk Meeting	Wed	10/20	8:30pm	D7 Suffolk Meeting
Nov'21				Dec'21			
Wed	11/3	1pm	NYSCA Webinar— Register Online	Wed	12/8	1pm	NYSCA Webinar
Tues	11/9	8pm	D2/5 Brooklyn/Staten Island Meeting	Weds	12/8	7pm	D17 Buffalo Meeting
Tues	11/9	8pm	D3 Queens Meeting	Thurs	12/9	7pm	D15 Rochester Meeting
Tues	11/9	8pm	D6 Nassau Meeting	Tues	12/14	8pm	D2/5 Brooklyn/Staten Island Meeting
Weds	11/10	7pm	D17 Buffalo Meeting	Tues	12/14	8pm	D3 Queens Meeting
Thurs	11/11	7pm	D15 Rochester Meeting	Tues	12/14	8pm	D6 Nassau Meeting
Mon	11/15	7pm	D16 Southern Tier Meeting	Weds	12/15	8:30pm	D7 Suffolk Meeting
Tues	11/16	7:30pm	D9 Hudson Valley Meeting	Wed	12/15	7pm	D12 Syracuse Meeting
Weds	11/17	8:30pm	D7 Suffolk Meeting	Mon	12/20	7pm	D16 Southern Tier Meeting
Wed	11/17	7pm	D12 Syracuse Meeting	Tues	12/21	7:30pm	D9 Hudson Valley Meeting
Thurs	11/25	All Day	NYSCA Admin Office Closed	Fri	12/24	All Day	NYSCA Admin Office Closed
Fri	11/26	All Day	NYSCA Admin Office Closed				

SAVE

the

DATE

October 16-17, 2021

New York State Chiropractic Association Fall Symposium

via live webinar with Northeast College of Health Sciences Postgraduate Department

Earn up to 12 CE Credits (2 category 1)
from the comfort of your own home!

All Orthotics are NOT Created Equal

Custom Orthotics vs. Generic Insoles

By Kevin M. Wong, DC

When patients need medical care, the majority of them will begin with allopathic medicine, believing that pain is the indicator of when to seek treatment. It's common for doctors to only treat pain rather than identifying and correcting the foot/arch dysfunction and biomechanical problems that are the underlying cause. If the source of the issue isn't addressed, pain is likely to reoccur.

Misconceptions about arch anatomy

The plantar vault is comprised of three functional arches, rather than just one as is commonly believed. Since the feet are our foundation, restoring natural, healthy function of all three arches is key to stabilization of the entire body.

Most of the healthcare providers patients utilize propagate the notion that the inner arch is the only foot arch that exists. Patients must be educated properly so they understand the difference between mass-produced generic insoles that tout arch support and custom orthotics designed to address the unique biomechanics of each patient.

On one end of the spectrum, there are many brands of off-the-shelf, prefabricated, non-custom orthotics available through retail/drug stores, online retailers, and some care providers.

On the other end, there are flexible, three-arch, custom-made orthotics from Foot Levelers. They're only available from specifically trained and qualified health care providers who assess the feet through a weight-bearing scanning or foam casting process and integrate the custom orthotics into ongoing Chiropractic care.

Off-the-shelf orthotics

- Only support one arch and often over-correct, causing more harm than good
- Generic, mass-produced sizing and styles used for various conditions
- Questionable durability due to inexpensive materials

- Add cushioning to treat symptoms rather than the underlying cause
- No custom support for gait

Custom orthotics

- Support all three arches of the foot for overall postural stabilization
- Enhance Chiropractic care and adjustments through custom stabilization
- Backed by 100% money-back guarantee
- Individually designed based on 3D imaging or impressions of each foot
- Patented Gait Cycle System® to support each phase of the gait
- No need to manage and store inventory

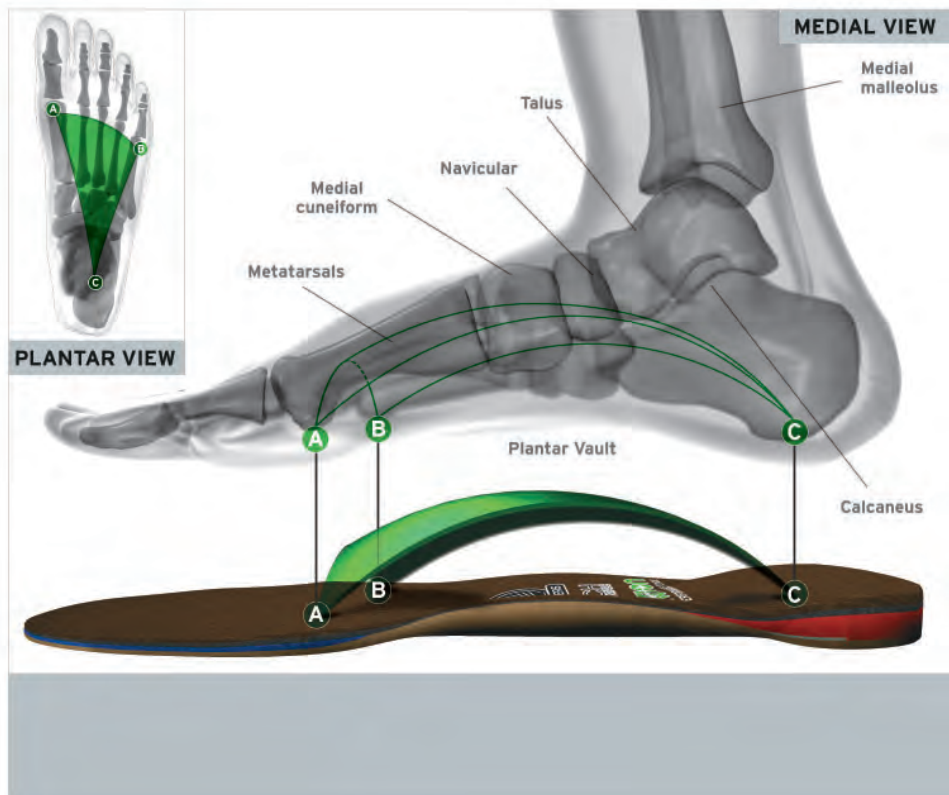
In conclusion

Each foot has its own unique biomechanical properties and dysfunctions. By analyzing both feet distinctly (using a digital scanner or foam cast), it's analogous to an

eyeglass prescription, where the lens correction is usually different for each eye. For effective and accurate arch support and body stabilization, each foot needs its own custom corrections for all three arches.

The three-arch, custom, flexible orthotics have over 37 scientific research studies that validate their effectiveness and success with countless patients. These studies along with over 69 years of successful implementation by countless health care providers across the world are clinical proof that these orthotics are extremely effective.

Offer your patients custom orthotics and once they understand foot anatomy and how it affects their bodies, they will be quite amenable to the custom, three-arch, flexible orthotics you can offer as a Chiropractor.



Long Term Disability Insurance: Vital Protection for Doctors of Chiropractic

By Amanda Westerhold, NCMIC

Long term disability insurance is important coverage for all professions. But, it's especially important for Doctors of Chiropractic, due to the physical, hands-on nature of the job. For example, while someone working at a desk may be able to continue to work with an injured leg or arm, it would be more difficult for you to continue to treat patients.

What's more, if an injury or illness leads to a disability, you'll still have bills to pay. Without a paycheck, it can be hard to cover regular expenses and possibly medical bills related to the disability.

This is where long term disability insurance factors in. It pays monthly cash benefits to help cover bills and expenses while you are disabled and unable to collect a paycheck.

It's important to get a policy that meets your needs. Here are five things to consider as you're comparing plans:

1. PRE-EXISTING CONDITIONS

A pre-existing condition is a health issue you were being treated or advised for prior to the start of your coverage. These conditions may not be covered under your new policy for a specified period of time. This is called a pre-existing condition limitation.

Unfortunately, some insurance companies consider routine, maintenance chiropractic care a pre-existing condition and exclude it from coverage for a certain timeframe. As a DC, you know the importance of this type of care. You also know taking advantage of this care doesn't necessarily mean someone has a condition; instead, it is often used to prevent injuries.

Continued on page 20





- Long recognized as a leading institution for the education of healthcare professionals, the College is pleased to announce that it will now be known as Northeast College of Health Sciences. The new name -- approved by New York State on June 7, 2021 -- was chosen to best reflect the transforming scope of educational opportunities offered at Northeast College and to support the evolving range of growing healthcare professions. Learn more: <https://www.nycc.edu/nycc-becomes-northeast-college-of-health-sciences>
- The economic impact of Northeast College of Health Sciences on the local and state economy has been valued at nearly \$65 million, according to a recently released report by The Commission on Independent Colleges & Universities in New York (CICU). More details: <https://www.nycc.edu/news/northeast-college-impacts-local-economy>



The winner of the Excellence in Citizenship Award has been employed in numerous positions at Northeast College of Health Sciences, including Clinical Fellow, Instructor, Assistant Professor and Associate Professor. He serves the College as the Chair of the Faculty Affairs Committee, and as a member of the Institutional Review Board and the Committee on Faculty Advancement and Promotion.

He also provides outstanding service to the chiropractic profession as an officer of the New York State Chiropractic Association. His extensive leadership accomplishments with NYSCA include chair of the New Practitioner Committee and Mentor Program Coordinator. He also helped produce alerts to field doctors that kept NYSCA members updated on COVID rules.

This faculty member also serves the profession on a national level, serving as a District Director for the ChiroCongress. He helped to form a national non-profit affiliate of that organization, and also worked on the Future of Chiropractic Strategic Plan Steering Committee.

His dedication and service has been especially valuable to members of the chiropractic profession during this trying year. The winner of the 2021 Excellence in Citizenship Award is Dr. Gerald Stevens.



We are pleased to share with you that our Postgraduate and

Continuing Education Department has recently changed it's name,

and will now be known as the

Frank J. Nicchi School of Continuing Education

Frank J. Nicchi School of Continuing Education

Life-long learning empowering you to transform the future of healthcare.

So-named in honor of our College's mentor and distinguished president emeritus, Dr. Frank Nicchi. Dr. Nicchi has achieved success by giving priority attention to the people and profession he serves. He worked tirelessly as our College president for a remarkable 17 years, and his impact as a champion of both our organization and chiropractic is significant.

In all of his work, Dr. Nicchi is a consummate professional who honors the past, grows in the present, and shapes the future through a deep belief in learning and innovation. It is only right that we acknowledge that outstanding excellence with the new Frank J. Nicchi School of Continuing Education.



Thomas R. Ventimiglia (D.C. '80), former dean of the College's Postgraduate and Continuing Education department, was recently elected to the chiropractic section of the American Public Health Association. His three-year term begins on Oct. 28. Congrats, Dr. Ventimiglia! Source: Northeast College of Health Sciences

NCMIC FOUNDATION APPROVES INTEGRATIVE RESEARCH FELLOWSHIP

The Award Supports Chiropractic at the University of Minnesota

Clive, IA — (Aug. 24, 2021) — The NCMIC Foundation is pleased to announce that it has awarded the University of Minnesota a grant supporting the continuation of the Integrative Health Research (IHR) Fellowship Program at the Earl E. Bakken Center for Spirituality & Healing.

Established in 2018 with funding from the NCMIC Foundation, the goal of the IHR Fellowship Program is to improve the nation's health and well-being by increasing the quality and quantity of chiropractic and complementary and integrative health (CIH) research. The program fills a critical need by providing comprehensive, individualized, "bridge" training for promising chiropractors and CIH professionals seeking research careers.

"Doing research is tough and conducting high quality, impactful science has become increasingly complex," said Roni Evans, DC, MS, PhD, and director of the Integrative Health & Wellbeing Research Program. "The IHR Fellowship Program provides a platform for mentorship and training with NIH-funded scientists from various professional disciplines. It's especially gratifying as it gives us the chance to share the gains we've made over the years with aspiring chiropractic researchers so they can advance the profession forward."

The program is among the first of its kind in the country in terms of scope, scale and size to focus solely on chiropractic trainees. It comes with some distinct advantages including:

- Unparalleled research infrastructure and resources available at the University of Minnesota, the 8th ranked public research university in the country.
- Mentorship provided by experienced chiropractic researchers with extensive multidisciplinary scientific networks, established NIH track records and current active funding for original research exceeding \$13 million.
- A research portfolio that addresses the effectiveness of holistic chiropractic care for societally relevant problems including pain management and healthy lifestyle behaviors.

The IHR Fellowship Program has been approved for five years and is being funded by NCMIC's non-profit entity, the NCMIC Foundation, a 501(c)(3) organization. Founded in 2003, the NCMIC Foundation provides financial support for clinical, scientific and educational research that demonstrates the need for chiropractic and alternative care. Since its inception, the Foundation has awarded nearly \$7 million in scholarships, grants, fellowships and research dollars.

"The partnership with NCMIC has been critical to our success as well as very gratifying," said Mary Jo Kreitzer, PhD, RN, FAAN, director of the Bakken Center. "The Foundation leadership is deeply committed to evidence-informed practice and understands the importance of rigorous research and creating a robust pipeline of researchers."

NCMIC Foundation President and Advisory Committee member, Louis Sportelli, DC, said the Foundation is investing in the future of the chiropractic profession through research and career training.

"The chiropractic profession today is nearly unrecognizable compared to what it was 50 years ago," Dr. Sportelli said. "Research and educational opportunities available to emerging DCs are taking chiropractic into new territory. Where and what tomorrow will look like is anyone's guess, but we must continue to fund programs like the Integrative Health Research Fellowship to keep the momentum going."

NCMIC Foundation Advisory Committee member and NCMIC President, Wayne Wolfson, DC, said the results of the IHR Fellowship Program speak for itself.

"Since 2014, the Integrative Health & Wellbeing Research Program has funded more than \$20 million to advance chiropractic, conducted six federally-funded research studies, placed 10 chiropractors in faculty and research positions at major universities and delivered more than 90 research papers and presentations," Wolfson said. "This kind of success is remarkable and is a testament to the future of the chiropractic profession. The NCMIC Foundation will continue to fund programs like the one at the University of Minnesota because it helps advance chiropractic in new and innovative ways. We couldn't be prouder

Continued on page 19



NYSCA Savings Center

The NYSCA is excited to announce ongoing 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!



Recently Added Discount Benefits:

- **Home Depot** – 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** - 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!

**BACK20
BACK21**
WORLD SPINE DAY

WORLD SPINE DAY NEWS

AUGUST 1ST, 2021

This year's theme is **BACK TO BACK!** Don't forget to tag your social media posts with **#BackToBack** and **#WorldSpineDay**

Send your **SPINE STORIES** to us at worldspineday@gmail.com and include a picture for the chance to have your story shared with our community!

Get started early! Check out the resources page on our website for more information!

FIND US HERE:

Facebook: World Spine Day
Instagram: [@worldspineday](https://www.instagram.com/worldspineday)
Twitter: [@World_Spine_Day](https://twitter.com/World_Spine_Day)
worldspineday@gmail.com



WSD 2021

October 16th 2021

What are you planning for this year's World Spine Day? Last year we had some amazing events, and we would love to hear what you have planned for this year! Send your plans to us at worldspineday@gmail.com and include a picture so that we can help to promote your event. Are you having trouble deciding what to do for World Spine Day? How about celebrating the **#BacktoBack** theme with one of the following ideas:

- Run a Yoga-thon (online or in-person)
- Host an inter-professional social (online or in-person)
- Host a seminar on spinal health (online or in-person)
- Host a Walk/Run for spinal health (online or in-person)

SAVE THE DATE

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September 16-18, 2021



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NCMIC FOUNDATION APPROVES CONTINUED FROM PAGE 16
to have played a part in the success of the program.”

About NCMIC

NCMIC was formed in 1946 by a group of doctors of chiropractic with the express purpose of offering malpractice insurance to DCs when no one else would. Delivering on its promise, We Take Care of Our Own®, NCMIC has grown to become the largest provider of chiropractic malpractice insurance in the nation and has expanded its offerings to include business and personal insurance, equipment loans, credit card processing, business credit cards, and premium financing. With more than 75 years of experience and an “A” (Excellent) rating from industry analyst A.M. Best, NCMIC is a company that DCs can rely on today and in the years to come. Visit ncmic.com for more information.

About the NCMIC Foundation

As part of NCMIC's long stance of supporting complementary and alternative approaches of healthcare in clinical practice, research and academia, NCMIC founded the NCMIC Foundation, Inc., a 501(c)(3) organization. Since its founding in 2003, the NCMIC Foundation has collaborated with organizations, institutions and doctors worldwide to fund chiropractic research that is comprehensive, as well as far-reaching. Visit ncmicfoundation.org for more information.

¹ “We Take Care of Our Own” is a registered service mark of NCMIC Group, Inc., and NCMIC Risk Retention Group, Inc.

² Industry Analyst A.M. Best ratings range from A++ to S. See www.ambest.com.

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Look for a long term disability insurance plan and company that, understanding the nature of routine, maintenance chiropractic care, does not consider it a pre-existing condition.

2. OWN OCCUPATION VS ANY (GAINFUL) OCCUPATION

It is also important to understand what a long term disability policy covers in terms of own occupation versus any occupation.

Own occupation policy: An own occupation policy means you, as the policyholder, can claim benefits if you are disabled and not able to work in your chosen field of employment. In this case, chiropractic.

Any occupation policy: On the other hand, with an any occupation policy, you, the policyholder, can claim benefits if you are disabled and cannot work in any occupation you are qualified for by education, training or experience.

Most policies are a hybrid model and will have an own occupation clause that switches to any occupation after a certain length of time. Be mindful of how long the own occupation clause lasts when comparing policies.

Also, most any occupation clauses should include “gainful” in the definition. This means that the occupation should allow a person to earn a certain percentage of their chosen field earnings, such as 60%.

3. BENEFIT AMOUNTS

Disability benefits are paid as a monthly benefit. Plans generally list a wide range of benefit amount options. You will choose an amount based on a stated percentage of your pre-disability monthly earnings. (This is generally around 60%.)

For example, assume your pre-disability monthly earnings are \$5,000. If the disability plan you are considering will pay up to 60% of your pre-disability monthly earnings, you could apply for a monthly benefit up to \$3,000. In the event of a claim, the insurance company will typically use your last two years’ income tax returns to calculate your pre-disability monthly earnings. Therefore, it is a good idea to review your last two years’ income tax returns to make sure you are applying for a monthly benefit amount for which you are eligible.

Keep in mind that long term disability insurance is only intended to replace the income you receive from your normal occupation as a DC. This does not include investment income, rent, royalties, or any other income not directly produced by your work as a chiropractor.

Make sure you understand if you will receive the entire benefit amount, or if benefits are offset by other deductible sources of income, such as Social Security, Workers’ Compensation, retirement benefits or group or individual disability payments you may receive. In addition, look to see if the benefit amount decreases when you reach a certain age

4. ELIMINATION PERIOD

The elimination period is the time between the start of your disabling injury or illness and when monthly benefits begin. (Some people call it a waiting period.)

Your insurance company may offer you elimination period options, such as 90 days, 120 days, or 180 days. When deciding, think about how long you could cover your expenses without a paycheck. If you typically don’t have a lot of money saved up, you may want to receive benefits sooner. If you have enough to cover bills and other expenses for a while, a longer elimination period may work fine for you. Pay attention to the difference in premiums; the shorter the elimination period, the higher the premium.

5. BENEFIT PERIOD

The benefit period of a disability insurance plan is the length of time you are eligible to receive benefit payments. For long term disability policies, a variety of periods can typically be found, including two, five, and 10 years, to retirement or age 65. Although less common, you may find a policy that pays benefits for life.

Here again, your decision will depend on your personal financial situation, including the cost of premiums for various options.

Protecting your ability to earn an income is a wise decision. Talk with your financial planner or insurance advisor as you compare plans. Once you’ve found the right policy, don’t forget to review it on occasion. You may need to make changes as your family, finances and practice needs change over time.

New Graduate Resources - Old Grads would benefit too!

This summer’s project has been all about beefing up member benefit offerings for Alaska. Being a small staff in Alaska, we can’t always “know” the answer, so to fulfill member requests - we try to “know” where to find the answer or best resource to send them. I had the pleasure of connecting with Emily Wood and Lori Holt from NCMIC this week and had a WOW moment that I thought I’d pass along!!

<https://www.ncmic.com/industries/chiropractor/ncmic-announces-new-starting-into-practice-website/>

On May 27, 2021, NCMIC announced their newly redesigned “Starting Into Practice” website. Guess I was living under a rock before, because I didn’t know this existed. Startingintopractice.com - Accounts are free and offer a protected space for new graduates (as well as old grads) to access information whether starting out on their own or joining an existing practice without being marketed to. Quick and easy info that gives them a baseline on a variety of topics with the ability to request a topic if the library doesn’t include what they are looking for. So for those organizations that don’t have a templated NEW doctors program, here’s a great resource for your association toolkit.



ChiroCode Reference Manuals

Exclusive Savings: NYSCA Members receive 20% off MSRP!



Complete & Easy HIPAA Compliance

Find-A-Code's Complete & Easy HIPAA Compliance - 4th Edition (updated 2017) is a simple and practical guide containing all you need to implement and maintain a compliance program for HIPAA, HITECH, and the Omnibus 2013 Final Rule components. This book is a must for every covered entity, business associate, or compliance officer.



Diagnosis & Documentation Cards for Chiropractors

These cards will help you to quickly and easily view the top diagnosis codes and diagnostic tests, sample documentation, coding considerations, CPT crosswalks, and code-linked anatomic images.

These cards are full color, printed on PolyPrint durable material with helpful anatomic images.



2022 Chiropractic ICD-10-CM Cheat Sheet

This clean and simple Cheat Sheet is designed for chiropractors to use in conjunction with the ICD-10-CM Coding for Chiropractic book.

It lists about 75 of the most common conditions chiropractors treat, but many of the codes are hyphenated because there are so many

2022 ChiroCode DeskBook

The ChiroCode DeskBook is your comprehensive go-to chiropractic reimbursement manual for the support you need to get paid properly and keep it. This comprehensive resource includes chapters on Insurance Reimbursement and Claims, Medicare, Compliance, Documentation, Diagnosis Codes (ICD-10-CM), Procedure Codes (CPT®), and Supply Codes (HCPCS).

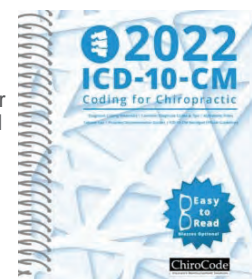


ICD-10 NOTE: Not all ICD-10-CM codes are included in this publication. The ICD-10-CM Coding for Chiropractic contains more about diagnostic coding and includes a more comprehensive list of applicable codes for the chiropractic office and the instructional notations and guidelines to use them properly. Shipping October 2021.

2022 ICD-10-CM Coding for Chiropractic

The ICD-10-CM Coding for Chiropractic is your comprehensive resource to understanding and using the ICD-10-CM codes you see on a day-to-day basis. In addition to a chiropractic specific Alphabetic Index and Tabular List, this book also includes:

- A selection of Provider Documentation Guides – an exclusive clinical documentation improvement tool for ensuring highest specificity code reporting
- Large, easy to read font and custom-shortened code descriptions
- Chiropractic specific overview – learn the structure of ICD-10-CM with specific examples
- Abridged official guidelines – just the information chiropractors need to know
- Code updates for 2022 – effective October 1, 2021



Please note: Products for next year will become available on or about 09/30 of the current year. Orders for such products prior to 9/30 will be considered pre-orders. These items will be charged immediately, and the pre-ordered items will be shipped once they become available.

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	2022 ICD-10 Coding for Chiropractic	\$ 99.00*	\$129.00*
	2022 Chiro ICD-10-CM Cheat Sheet	\$ 25.00*	\$ 39.00*

*Includes shipping.

THE CUTTING-EDGE CHIROPRACTOR: MAKE YOUR CLINIC STAND OUT WITH NIR THERAPY

By Rob Berman, MBA

When Ronald Collins DC, owner of Hilton Head Chiropractic in Hardeeville, South Carolina, first made the decision to introduce NIR (near-infrared/red light) Therapy into his practice in January 2020, he was somewhat skeptical. But after just two weeks, he was amazed at the results of his new LED pad systems. How effective NIR Therapy was for pain relief, how quickly it worked, and what a positive impact it was having on his patients' wellbeing. And not only was Dr. Collins excited, but his patients were, too.

After just one treatment, a patient with neuropathy was able to curl his toes for the first time in ten years, greatly improving his balance. His surprised wife proclaimed this a miracle. A patient with tennis elbow painful enough for injections who had been suffering for well over a year reported great relief after his first treatment. A woman suffering from a shoulder injury whose pain had been keeping her up every night for over three months was finally able to roll over in bed without pain and sleep soundly after Dr. Collins had placed NIR Therapy pads on her lower back and shoulder that day. Another patient with severe swelling in her knee saw her swelling decrease, allowing her to walk her dog without pain. And a ballplayer with jammed fingertips was quite happy with how quickly his injury was healing.

And there were even more cases within that two-week period that proved the effectiveness of NIR Therapy again and again. As Dr. Collins states, "I've been in the pain relief business for a long time. And I was very impressed."

Dr. Collins' modest investment in one medium therapy pad and two LED foot and calf pads brought his patients a significant amount of pain relief that improved their lives. And not only did NIR Therapy broaden the scope and effectiveness of his

treatments, more than likely it also developed a positive buzz in the community about his clinic.

Dr. Collins' positive experience with NIR Therapy from his LED systems is not unique. Keith Volstad DC, owner of Volstad Chiropractic in Jupiter, Florida, has been using NIR Therapy in his clinic for seven years. He has witnessed that NIR Therapy, "facilitates the patient's healing process -we have clinically seen that to be true. Ninety percent of all of our patients get LED NIR Therapy at our office."

More and more chiropractors are adding NIR Therapy to their treatment menu, especially since NIR Therapy has been proven to be beneficial for musculoskeletal issues. "For over forty years, low level laser (light) therapy (LLLT) and LED (light emitting diode) therapy (also known as photobiomodulation) has been shown to reduce inflammation and edema, induce analgesia, and promote healing in a range of musculoskeletal pathologies. "

Easy to Integrate and Administer

Adding NIR Therapy to your treatment menu is not costly or difficult and should help you stand out from your competition. You can begin, as Dr. Collins did, with a small number of therapy pads. Demands on you, your staff, and your office space can be kept minimal.

NIR Therapy is extremely easy to administer. Pads are placed on the body by you or your assistant where needed, the system is turned on, a setting may be selected, and the pads proceed to do their work. The patient may be left unattended once the pads are in place and the controller is operating. NIR Therapy sessions often last twenty minutes. Most controllers stop automatically and signal the end of the therapy session.

Space requirements are minimal. NIR Therapy can be administered on the adjustment table, or the patient can sit in a chair. Pads and controllers can be kept on a small multi-shelf rolling cart or in a basket, which allows them to be easily moved from patient to patient. Maintenance of the pads is also minimal. Pads are placed in new disposable plastic bags at the start of each treatment session, keeping them sanitary for each patient.

Expand Treatment Categories

Like chiropractic, NIR Therapy offers drug-free healing and pain management, and is non-invasive, highly effective, and safe. In fact, NIR Therapy can be used safely on every external part of the human body, except for the eyes. The effects of NIR Therapy on the brain continue to be seriously studied.

General categories of musculoskeletal conditions for chiropractic treatment with NIR Therapy include joint pain; peripheral neuropathy; arthritis pain; and overall pain management. NIR Therapy has been proven to initiate a cascade of cellular enhancements that could potentially amplify the benefits of chiropractic adjustments. Medical-grade NIR Therapy systems have received FDA-clearance for pain relief and increased circulation. So, combining NIR Therapy and chiropractic care may bring greater benefits to your patients. As Dr. Volstad confirms, "Improvement is faster. That's the big thing. Patients want to be out of pain as quickly as possible. And we have seen that NIR Therapy facilitates that."

Enter Niche Markets

Because of NIR Therapy's ability to promote pain relief and enhance the body's natural healing processes for a wide range of conditions, integrating NIR Therapy

Continued on page 25

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



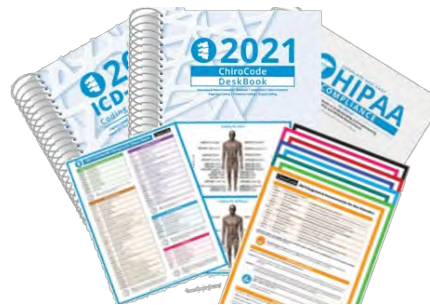
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Member Benefits

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!

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Have you registered for Office Depot discounts yet?

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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

★ **Northeastern College of Health Sciences** (previously NYCC)
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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.

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



DID YOU KNOW YOU'RE A MEMBER OF F4CP?



www.f4cp.com

As a member of your State Association, you're part of the Foundation for Chiropractic Progress! (F4CP)

FREE ACCESS TO NUMEROUS F4CP GROUP MEMBERSHIP BENEFITS SUCH AS...



Learn more and start using your Group Membership with F4CP

If you need assistance setting up your account or utilizing the marketing materials, please contact Membership Director [Marta Cerdan, marta@f4cp.com](mailto:marta@f4cp.com)



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Passing Your Local & State Proclamations this September

The COVID-19 pandemic and the resulting economy have negatively affected mental health and created new barriers to care for people suffering with substance abuse disorders.

During the pandemic, 4 in 10 adults in the U.S. have reported symptoms of anxiety or depression. A KFF Health Tracking Poll from July 2020 also found that many adults reported specific impacts on mental health such as difficulty sleeping, eating, increases in alcohol consumption or substance abuse and worsening chronic conditions.

With 136 Americans dying every day from an opioid-related overdose, the opioid crisis remains at an all-time high.

Increasing visibility of chiropractic during the pandemic has never been more important. With 50 million chronic pain sufferers and mental health on the decline, informing your communities that drug-free chiropractic care is available to alleviate pain, optimize health and most importantly, mitigate the opioid crisis, is key to a healthy and vibrant community.

We need your help to build chiropractic awareness at the grassroots level.

The first step is to contact your local legislative body (Board of Supervisor or City Council) requesting a proclamation in your city/town/state to designate September as Drug-Free Pain Management Awareness Month.

Customize the sample letter and attach the personalized proclamation. Send the two documents to your local legislative body.

[Click here to download the letter template](#)

[Click here to download the proclamation](#)

After submitting your proclamation, prepare your community outreach in advance of September by accessing the September Marketing Roadmap below.

This Roadmap details every week what to do in your practice/Association and how to effectively implement the marketing materials presented to position yourself and your organization as a safe and effective drug-free solution.

[Click here to download the September Marketing Roadmap](#)

Should you have any questions as you navigate the materials, please reach out. Thank you in advance for your participation to position chiropractic care at the forefront of safe, effective healthcare.

This September marks the sixth year in which the Foundation for Chiropractic Progress observes Drug-Free Pain Management Awareness Month.

THE CUTTING-EDGE CHIROPRACTOR: CONTINUED FROM PAGE 22

into your practice may allow your clinic to enter niche markets, developing programs to attract new patients who are looking for help with specific problems, such as peripheral neuropathy, arthritis, carpal tunnel syndrome, plantar fasciitis, or sports injuries. Dr. Volstad states, "Especially in the athletic field, NIR Therapy is very utilized. Almost all major sports teams us NIR Therapy. That speaks volumes to me." Dr. Volstad also reports that his clinic regularly treats peripheral neuropathy patients with NIR Therapy, and that it has proven to be "very effective."

In-Clinic Usage & Programs

In addition to expanding benefits for your patients, combining NIR Therapy with chiropractic should also expand your revenue. NIR Therapy can be offered as an add-on before or after chiropractic for an additional fee, or as a stand-alone treatment modality. NIR Therapy allows treatment on two or more areas simultaneously, so multiple issues can be treated during a single session.

Pre-adjustment: Infrared light penetration will increase circulation, reduce pain and stiffness, and potentially help ease adjustments. Dr. Volstad states, "Most commonly, we do our NIR Therapy prior to the adjustment."

Post-adjustment: Infrared light penetration may help the adjustment to hold for a longer period, due to the benefits of increased circulation. Also, pain, stiffness, or soreness still lingering after the adjustment may be relieved.

Stand-alone Treatment: Stand-alone NIR Therapy treatments, especially for chronic pain conditions, can be offered in packages of treatments, with the number of pads utilized per treatment varying.

Chronic Pain Programs: Programs can be developed to treat the pain of specific conditions with both chiropractic and NIR Therapy, such as upper back, lower back, neck, knee, hip, shoulder, arthritis, or neuropathy pain relief programs. Compared to the skyrocketing costs and myriad side-effects of many pharmaceutical drugs, NIR Therapy may be a cost effective and natural alternative to both drugs and surgery.

Continued on page 31



New Practitioner Mentor Program

Program Goals

The goal of the program is to foster a successful mentoring relationship between new DCs and seasoned Doctor of Chiropractic, giving our members the opportunity to:

- Gain exposure to the business community
- Learn about and discuss specific practice paths
- Develop and cultivate a business network
- Understand the relevance of their continuing education
- See what tasks and issues doctors really face in New York
- Discuss attributes and experiences doctors are truly looking for in potential associates

Program Overview

New practitioners in New York have identified critical stages of business and practice where a resource is most needed; therefore, NYSCA's Mentor Program members are provided the following:

- Member support specialist to help in business and practice
- Helpful documents for your practice in New York
- Mentor matching based on specific needs
- FAQ

New Practitioner Expectations

A successful mentoring relationship truly depends on you, the DC. We ask our mentors to connect or interact with you at least two times per month; however, you are the catalyst to build and develop the relationship. We expect you to engage your mentor in your business and practice goals, so they may effectively guide you as needed. New DCs may enroll in the program. Once matched with a mentor, students receive more detailed information.

Mentor Qualifications

To qualify to be a NYSCA mentor, the following must apply:

- 1) Current NY state Chiropractic License (to be submitted annually with mentor program application)
- 2) Current malpractice insurance (to be submitted annually with mentor program application)
- 3) At least 3 years post-graduation from an accredited chiropractic school

Note: A paid associate will not qualify as a mentee in this program as a paid mentorship is already occurring.

Mentor Expectations

- 1) Fill out a brief mentor application and send to the Mentor Program Coordinator, Dr. Gerald Stevens (secretary@nysca.com)
- 2) Approved members will be listed on the NYSCA website as available mentors in each district with contact information. Mentors should complete the application annually to continue to participate in the program.
- 3) Mentors will be paired with mentees in their own NYSCA district of residence or practice and are asked to meet with assigned mentees at least twice per month for three months. Meetings may be in person and/or by phone and must be documented with an encounter form signed by both parties.
- 4) No funds will be provided by NYSCA (Albany) for mentor/mentee meetings. Individual districts may choose to fund mentor/mentee meetings as per district policy/vote.
- 5) Mentor will be asked to complete a short post program evaluation to ask for improvements and quality of experience.
- 6) If you no longer wish to participate in the mentor program, contact the Mentor Program Coordinator.


Mentor Benefits

A qualified mentor will receive \$100 credit towards their NYSCA membership fees upon completion of a three month mentorship and associated evaluation

For More Information:


Gerald L. Stevens DC, MS, MPH, NYSCA Mentor Program Coordinator

Depew Health Center, 4974 Transit Road, Depew, NY 14043 | Phone (716) 685-9631 | Fax (716) 685-9750 secretary@nysca.com



The Time is NOW

INVEST TODAY FOR A BETTER TOMORROW

#NYChiroScope Learn more at bit.ly/NYChiroScope 

OCTOBER IS



'Keep Moving' During National Chiropractic Health Month 2021

Arlington, Va. – The American Chiropractic Association and doctors of chiropractic nationwide will celebrate National Chiropractic Health Month (NCHM) 2021 this October with the theme “Keep Moving!” The campaign highlights how movement contributes to both physical and mental health.

Many have learned the hard way over the last year that lack of movement and physical activity can lead not only to weight gain but also achy joints and other musculoskeletal conditions. Movement is the answer: Finding ways to move our bodies more enhances not only our physical health and stamina but also our mental health and feelings of well-being.

Taking care of our health, staying active and keeping a positive outlook help us all to keep moving through challenging times. During NCHM 2021, chiropractors will share information on the benefits of movement, recommended physical activity levels, and advice on how people can incorporate more movement into their daily lives.

“The essential services of doctors of chiropractic have helped many to keep moving over the past year, and chiropractors continue to be a resource for patients who seek not only pain relief but also advice on enhancing their overall health and physical fitness,” said ACA President Michele Maiers, DC, MPH, PhD.

A “Keep Moving!” campaign toolkit, with resources and ideas on how to participate, will be available in September at www.acatoday.org/NCHM. Consumers can look for tips on how to “Keep Moving!” this October on ACA’s consumer website, www.HandsDownBetter.org.

2021 Fall Symposium
October 16-17, 2021
New York State Chiropractic Association

via webinar with Northeast College of Health Sciences Postgrad
Earn up to 12 CE Credits from the comfort of your own home!



F4CP Welcomes Chiro One Wellness Centers to Corporate Sponsorship

San Jose, CA. – June 30, 2021 – The Foundation for Chiropractic Progress (F4CP), a not-for-profit organization dedicated to raising awareness about the value of chiropractic care, is pleased to welcome Chiro One Wellness Centers to Silver Corporate Sponsorship with the F4CP. Chiro One’s sponsorship will further elevate awareness of chiropractic care and accelerate the Optimizing Performance Through Chiropractic Care campaign in advance of the F4CP’s 15, :30 second TV commercial placements on NBC Networks during the 2021 Summer Olympics.

“We are thrilled to embark on this new partnership with the Foundation for Chiropractic Progress,” says Dr. Sam Wang, Co-Founder, Chiro One Wellness Centers. “In an effort to bring as much visibility to chiropractic, we look forward to supporting the Foundation’s marketing initiatives through this sponsorship, and are eager to see the growth it will bring to our profession.”

Founded in 1992, Chiro One Wellness Centers’ mission is to provide a unique care approach through an expert clinical care team and supportive patient community to lead communities to a life of optimum health and wellness through education and service.

Delighted to welcome Chiro One Wellness Centers to Silver Corporate Sponsorship with the Foundation, Kent S. Greenawalt, CEO, Foot Levelers and Chairman, F4CP, states: “It’s through sponsorships with great organizations like Chiro One Wellness Centers that the F4CP and its members are able to produce marketing campaigns to present chiropractic care as the industry-leader in drug-free pain management.”

About Foundation for Chiropractic Progress

A not-for-profit organization with over 29,000 members, the Foundation for Chiropractic Progress (F4CP) informs and educates the general public about the value of chiropractic care delivered by doctors of chiropractic (DC) and its role in drug-free pain management. Visit www.f4cp.org/findadoctor; call 866-901-F4CP (3427).

About Chiro One Wellness Centers

Located in Illinois, Wisconsin, Indiana, Missouri and Washington, over 50 Chiro One Wellness Center clinics see around a half million patient visits each year. Managed by TVG-Medulla, LLC, Chiro One Wellness Center offices set the gold standard in chiropractic through consistent patient outcomes, high patient satisfaction rates and accessible community education on the significant benefits of chiropractic care. For more information about Chiro One Wellness Centers, please visit chiroone.com.

Classified Ads

Seeking Associate Position

Logan University Student, graduating December 2021. Looking for opportunities in the NYC area. Experience working as an Athletic Trainer in the professional and collegiate settings. Please contact robert.minlionica@logan.edu

Associate Wanted

Awesome opportunity for an Associate who wants to work in a Sports Rehab practice integrated with PT, Ortho with potential for hospital privileges. Base salary and bonus program easily earn 100 k in first year. Retirement package, vacation time, health insurance, 30 min from beautiful Saratoga Springs NY. Contact drvanvorstccc@gmail.com

Associate Wanted

Scranton, PA area. We are looking for a full-time motivated, energetic, and passionate chiropractor to add to our team. Base salary of \$50,000 per year, generous commission based on practice production. This position also includes the following benefits: *Medical insurance stipends *Dental insurance *Life insurance *Contributions to an IRA *Paid time off *Malpractice insurance *CE credits. After associate doctors master our office protocols and procedures, we support them in developing their own specialized treatment techniques and choices of adjunctive procedures. If interested, email Dr. Warnings at Warningsr6@aol.com.

Associate Wanted

Outside of Albany, NY. Seeking positive, energetic, and motivated DC, either a full-time or part-time capacity. Competitive base salary, generous commission, and flexible hours. New graduates are encouraged to apply. Email your resume to Dr. Carolyn at cliffonparkchiropractic@gmail.com. www.cliftonparkchiropractic.com

Associate Wanted

Original location in Rhinebeck, NY; expanded to locations in Poughkeepsie and Beacon. Necessary Qualifications: Proficient in pregnancy and pediatric care, Webster Certified, Is or willing to work towards CACCP status with ICPA Job Specifics, Choice to work as an associate or independent contractor. Compensation commensurate with experience, and number of days worked Please send CV to drj@rhinebeckchiropractic.com

Associate Wanted

Our practice in Sullivan County is growing and treats a diverse patient

population. Competitive financial package with benefits. C- 845-800-9560email- jrddc@hvc.rr.com

Associate Wanted

Brenner Chiropractic located in Rockville Centre, NY is looking to hire a full time associate for our multidisciplinary office. New graduates welcome. Salary based on experience. Req -NY state license, Malpractice insurance. Hours-Tues (9am-1pm, 2pm-7pm) Wed (9am-1pm, 2pm-7:30pm) Thur (9am-1pm, 2pm-7pm) Sat (9am-2pm) Please email resume/ CV to office@brennerchiropractic.com

Office Space for Rent

4 Newly renovated full time office space available to sublet in Tribeca/ Fidi District Beautiful 24/7 doorman/ elevator building with newly renovated bathrooms. All soundproofed with central air. 3 offices are windowed with city views. Waiting area is calm, and chic. Walking distance to City Hall, INS, Wall Street, Soho, Battery Park, and Tribeca for an excellent pool of clients. A block from A/C/, 2/3, 4/5, N/R. 2 lg rooms \$1700 a month and small room \$900 a month, and windowless room \$1000 a month. Discount if you rent all 4 rooms. For more information, Contact barbara-lee@aol.com

Office Space for Rent

Office space for rent available Tues and Thurs. Prewar doorman building across from Carnegie Hall with 3 tx rooms, reception, waiting room and private B. Leander tables, digital x-ray, thermography scans and adjusting instruments. Visit drpico.com for office tour and call 201-410-2582 for details.

Office Space for Rent

2 different practice locations in the Capital Region. Glenmont, NY location offers 3 treatment rooms with 2 Omni Drop tables and 1 Leander flex/dist table. West Coxsackie, NY location offers an Omni drop table as well as another leander table. Electrophysiology testing/NCV and EMG available. Access to Glenmont office Tues, Thurs and Sat and the W. Coxsackie office on Mon, Wed and Fri. Contact 518-364-7066 or glenmontchiro@gmail.com

Office Space for Rent

An experienced licensed acupuncturist and herbalist is looking to share office space with a chiropractor in Long Island. I have experience providing ancillary services alongside standard chiropractic care. I do not necessarily re-

quire a permanent room. My expertise and knowledge will help you provide a more diverse form of patient care and will elevate business in your location. Please call Valery 917-749-4429 or email valyuabov@yahoo.com

Office Space for Rent

Sublet in Albany County. Private dedicated treatment room with shared waiting and reception area, bathroom, and kitchen area. Rent includes internet/ wifi, electric, security alarm system. Perfect for doctor just starting or semi-retired. Contact

DudickDC@yahoo.com

Practice/Home Office for Sale

Exceptional Wellness Center with Optional Chiropractic Practice In Dutchess County NY Large facility with strong brand name respected in our community for 38 yrs. A Rare Opportunity Doctor retiring. Our 38-year successful Chiropractic/ Physical Medicine Wellness Center is ready for a new owner. Sale can include our full patient list of loyal clients built over nearly four decades. Call 914-475-8555 or email info@doctorlynn.com. http://doctorlynn.com/practiceforsale/index.html

Practice/Home Office for Sale

Westchester NY. Dr transitioning after 32 years of practice. Practice is approximately 95% cash. Many long-term wellness patients. Nutrition and weight loss. 2 full and 2 half days most weeks. 2 massage therapists on staff and a fabulous front desk!! IME company rents a room 1-4 times per month. Please contact me via email at scfriedman@hotmail.com subject should read: PRACTICE FOR SALE or text to 914-439-6957.

Practice/Home Office for Sale

Southampton, NY. Readymade all cash practice. No accounts receivable. Steady cash flow. New Doctor could accept insurance and increase practice income. Wellness oriented patients. Good referral base. Great retention and reputation. Good leasing arrangement. Additional rental income from counselor/therapist who currently shares office space. Doctor retiring; will stay for smooth transition. Will consider financing for the right person. Contact me at drsusancorwith@gmail.com

Practice/Home Office for Sale

Manhattan Upper West Side. 38 year

Continued on page 30



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

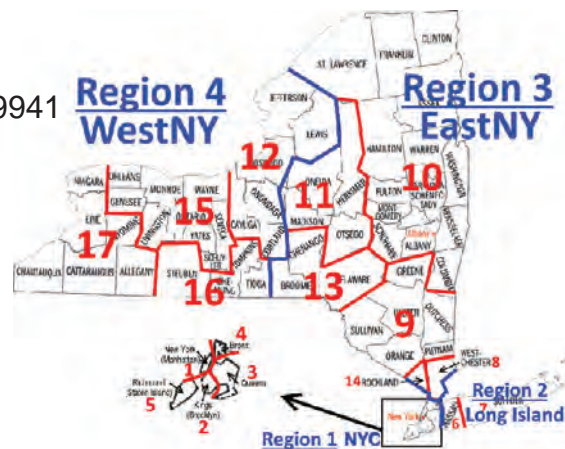
Bethany Buryta DC —Vice
President 585-721-1752

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



established Family Chiropractic office. We accept all insurances, and we see 170 patients a week and 40 new patients a month, while working part time. Many of our patients have been coming for care for over 30 plus years. The office is located in a beautiful family-oriented neighborhood, in a building with a 24-hour doorman and many restaurants to choose from and many sights to see. The subway and bus stop are steps away from our front door. The Museum of Natural History is also walking distance from us. Please send an email for details if you have an interest, to ecdc1@aol.com

Practice/Home Office for Sale

Guilderland, NY Retiring Doc selling his solid 33-year practice. Extremely high patient retention and steady new patient inquiries. Great patient referral network including patients, local MDs, PTs and Massage Therapists. Fully equipped 2100 sq. ft. office set for 2 docs with maximum visibility on major thoroughfare in the developing west end of the Capital District. Award winning schools in a diversified but wonderfully safe community. Please contact greg@chiroequity.com or 908-419-7510 for further details.

Practice/Home Office for Sale

Trendy and hot Williamsburg section of Brooklyn. Practice is 95% cash with a young urban professional patient base. Currently practice has 2 part time chiro but can easily be run by one DC. No staff. Dr is looking to retire and will stay on for transition. Contact northwilliamsburgchiropractic@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. Doctor retiring but will mentor and transition the practice to an energetic and motivated buyer. Collections exceed \$ 265K/yr. but seller will accept \$ 125K. Contact greg@chiroequity.com or 908-419-7510 for further details.

Practice/Home Office for Sale

39-year-old practice for sale. Northern Westchester affluent community. Many 4th generation families. 3 treatment rooms. Mostly cash. No discounts. As of August 2021, outstanding accounts receivable less than 2,000 from insurance, and 0 from cash. No workers Comp or no fault and only participate with 2 insurance companies. Plenty of room for practice expansion, just add

hours or share with another DC. I will stay a reasonable amount of time for introduction to contacts and easy transition. Reply by email to: chiropractic4healthyliving@gmail.com

Practice/Home Office for Sale

Real Estate for Sale***Currently set up as a prestigious Chiropractic Office or could be Live/work, in a prominent Lenox Hill pre-war co-op doorman building with a lovely lobby. Located on the ground floor for easy access. Corner office has northern exposure and includes a spacious waiting room, three consultation rooms, reception, administrative office, large BR and renovated full kitchen with an executive shower. Hardwood floors throughout. Close to transportation and located on a beautiful tree-lined street. All scenarios must be Board Approved. Brown Harris Stevens Web ID# 20837660 Offered at \$750,000 Equipment also Available. Contact mbeck@bhsusa.com

Practice/Home Office for Sale

Well established practice in beautiful Leelanau County MI. Safe friendly communities, excellent schools & churches. Lakes and parks abound for diverse outdoor activities year-round. Efficient, well run, family practice. Nice 2,200 sq ft building to buy or lease. D.C. willing to stay for transition for 6 months. Contact Dr. Russ LeBlanc at 231-256-7877 or Email to drusscchc1@aol.com

Practice/Home Office for Sale

Zenith Hi Lo Table, Good Condition. \$595, 7ft long, 4 ft wide. \$595, pick up only. East Setauket, NY. Contact michaelshorney@aol.com

Equipment for Sale

Free-Transworld 325V X-ray machine with film & cassettes. Bought new 1990. Available as is. It served me well with low X-ray volume over the years. You pay the cost of moving the machine to your location and it's yours. Contact DudickDC@yahoo.com

Equipment for Sale

Lloyd hi-lo, forward drop headpiece. Excellent condition, both vinyl and mechanically. Email or call for more info and photos. \$1750 or best offer. Hydrocollator, insulated, with about 6-8 towel covers and one unused hot pack. \$45 or best offer. Mettler Diathermy. Hardly ever used. Great condition. Call or email for pics. \$500 or best offer. Contact drijj@aol.com

Submit your classified ad today!

[View all current classified ads](#)



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.

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.

In-Home Sales & Rentals

Because NIR Therapy is easy to administer, therapy sessions can be done in-home by the patients themselves, or with the assistance of family members. After experiencing the benefits of NIR Therapy in-clinic, some patients with acute or chronic conditions may desire to have a system at home for use between office visits. Or in-home treatments may be deemed to be an integral part of an intensive treatment plan for major issues like peripheral neuropathy. In Dr. Volstad's clinic, every peripheral neuropathy patient "buys their own system for their legs and feet." So, in-home usage can provide a profitable revenue opportunity for your clinic through renting or reselling NIR Therapy systems to patients.

Most manufacturers allow health practitioners to purchase their systems at wholesale, and then resell them to patients at a profit. Rental fees are up to the practitioner. System sales can be expanded by establishing a "rent to own" program, allowing patients to eventually purchase their rental system.

Your Success Story

NIR Therapy continues to prove itself as a powerful and affordable treatment modality that gets quick and effective results. If your clinic needs to stand out from the competition, adding NIR Therapy could be your answer. And the results might just amaze you, like they amazed Dr. Collins. And then NIR Therapy might become a regular part of treatment for nearly every one of your patients, as it is in Dr. Volstad's clinic. Their success stories with NIR Therapy could end up being your story, too.

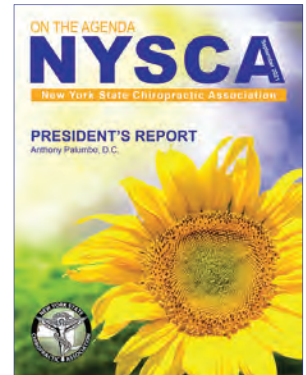
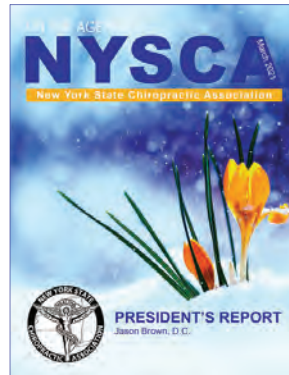
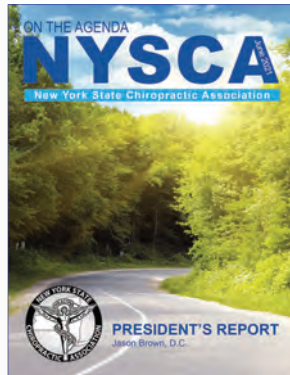
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Cotler, Howard B. et al. The Use of Low Level Laser Therapy (LLLT) For Musculoskeletal Pain. *MOJ Orthop Rheumatol.* 2015; 2(5): . doi:10.15406/mojor.2015.02.00068, p. 1.



Would you like to contribute to our next statewide newsletter?

On The Agenda - December 2021 Edition



We're aiming for a publication date of December 1st, and we are wondering if you have any recent articles or blogs that you might be willing to lend to this next newsletter. Of course, if you have more than one that you would like to submit, we can always consider them for use in subsequent publications.

We are interested in anything that advances knowledge in the profession. (Please, no advertorials.) Our members are hungry for information that they can use in day to day practice as well as anything that can enhance clinical skill and proficiency.

The deadline for article submissions is November 9, 2021. Please also be sure to include any attribution information you wish us to include for your article.

Send articles to: comm.secretary@nysca.com

2021 Fall Symposium October 16-17, 2021 New York State Chiropractic Association

via webinar with Northeast College of Health Sciences Postgrad

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

Up to 2 Cat1 credits. Save \$50 off "at the door" prices when you register by 10/08/2021.

Special pricing for Association Members.

Please note: Registration **MUST** be received by 5pm on Thursday, 10/14/2021.



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:		All fields required unless otherwise specified.	

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 st Year Licentiate – up to 2 years from date of licensure	\$120 or \$10/month
<input type="checkbox"/> 2 nd Year Licentiate – up to 3 years from date of licensure	\$240 or \$20/month
<input type="checkbox"/> 3 rd Year Licentiate – up to 4 years from date of licensure	\$360 or \$30/month
<input type="checkbox"/> 4 th Year Licentiate – up to 5 years from date of licensure	\$480 or \$40/month
<input type="checkbox"/> 5 th Year Licentiate – Greater than 5 years from date of licensure	\$600 or \$50/month
★ New Member Special ★	
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
Associate Membership – Include name of sponsoring NYSCA Member: _____	
<input type="checkbox"/> 1 st Year Licentiate – up to 2 years from date of licensure	\$60 or \$5/month
<input type="checkbox"/> 2 nd Year Licentiate – up to 3 years from date of licensure	\$120 or \$10/month
<input type="checkbox"/> 3 rd Year Licentiate – up to 4 years from date of licensure	\$180 or \$15/month
<input type="checkbox"/> 4 th Year Licentiate – up to 5 years from date of licensure	\$240 or \$20/month
<input type="checkbox"/> 5 th Year Licentiate – Greater than 5 years from date of licensure	\$300 or \$25/month
Affiliate Membership[†] – 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	
[†] 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.