

Dear Members:

I hope that your summer has afforded you some rest and relaxation, and perhaps some time to get away for much a much deserved vacation.

During the past several months the MCA has been working behind the scenes on fresh ideas that will bring more value to your membership. This is an exciting time for me as I get to know your Board of Directors and some of you personally. It is my hope that positive change and new initiatives for the MCA will move us forward together.

Bring a colleague to the [2024 MCA Fall Convention](#)

As we approach the end of summer, the Fall Convention planning is in full swing. Mark your calendar for October 18th through 20th and plan to attend. If you are a member and have never attended an MCA event, I ask you to please consider coming! We are working to provide the CE hours that you need and to give you valuable opportunities to engage with our sponsors/exhibitors, who support the MCA and our mission.

Additionally, the success of the Fall Convention is not only in the planning, but in the attendance of the members. Therefore, I am asking you to not only attend, but to invite a friend or colleague that you feel would benefit from what we are offering.

Do you know your member benefits?

To that point, do you know what your benefits are as a member of the MCA? And more importantly, do you take advantage of those benefits?

As either a Doctor of Chiropractic or Chiropractic Assistant, you have the full backing of the MCA on issues that affect you and your ability to practice - as evidenced in the recent [CareFirst BlueChoice denials](#) that the MCA Board is actively involved with to help you navigate this serious situation. You also get discounted rates on classified ads, newsletter ads, conference registrations, and the MCA CA Training Course. Also, you have access to the [listserve](#) where you can directly communicate with your peers on a variety of topics. For a full list of member benefits, visit our website.

Protecting your scope of practice

However, the biggest benefit of being part of the Association is the support of our advocacy efforts. Our professional lobbyist goes to work for you when speaking with state legislators, and our legislative committee reads every piece of proposed legislation including those introduced by insurance, medical, physical therapy, massage therapy, and athletic trainer organizations. These groups regularly try to restrict the law in an attempt to eliminate your right to practice or bill for services, while also allowing them to do things that would adversely affect your practice. When this happens, the MCA lobbies to oppose the change and protect your scope of practice.

We frequently meet with the Maryland Insurance Commissioner, representatives from CareFirst, AMI, Medicare, and a host of other insurance carriers. We present our complaints, voice our concerns, and work with them in the interest of our members. We also attend Board of Examiners meetings to speak on behalf of our members. We let them know how each decision they consider will impact your profession and your ability to serve the public. The MCA is the only organization looking out for your interests as a chiropractor in Maryland.

Stay tuned for more

As I continue to spearhead refreshed member programs and increased member benefits, you will be seeing more about what the MCA has to offer to you.

It is my sincere hope that as we get into the upcoming year, the MCA will see growth and increased member benefits. I welcome input from you so please send me your suggestions or feedback to me by emailing me at cfrontera@stringfellowgroup.net, or calling me at my direct line 443-640-1059 EXT. 1150.

Sincerely,

Carol Frontera, QAS
Executive Director

Maryland Chiropractic Association

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Forest Hill, MD 21050
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E-MAIL: info@marylandchiro.com

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1st Vice President Report



Say YES!

This month I was asked to write a Vice President's report to you, fellow members. Of course, I immediately said YES. A few minutes following that decision there I was still thinking about the times I have said YES to this profession. The list is getting pretty long and I can confidently say I haven't regretted a single one.

I challenge all of you to say YES to Chiropractic. Every time it asks you something. Yes, EVERY TIME.

I remember saying YES to moving to Chicago and enrolling in National. I remember saying YES to studying with my now lifelong friends. I remember saying YES to moving to Maryland to practice in Greenbelt. I remember saying YES to attending a fundraiser many moons ago with Drs. Klingler and Schmitt. I remember saying YES to serving on the Insurance Committee, another YES to Chair it. I said YES to Vice President, President, and Board Chair. I said YES to serving as a delegate for the ACA and on the Clinical Compass. By now you probably get the idea.

YES to ANYTHING related to this profession has proven to be the right answer. Every time. We have all been called into Chiropractic and it beckons often. If you know where and how to listen, there it is, still talking to you. As busy as life may seem and as overwhelmed as you may feel, I promise you that saying YES to Chiropractic feels amazing.

Saying the word YES invites new experiences and adventures that keep us young. Saying YES builds confidence in the face of fear. Saying YES creates connections with others and the Universe. Saying YES allows you discover new passions and talents. Saying YES just feels good! Especially when you say YES to your chosen vocation, your calling, the reason we're all here on this planet, our beloved Chiropractic.

I hope all of you reading this will say YES to renewing your membership, referring nonmember docs to join, contributing a small amount to the PAC, and/or mentoring next gen docs. Say YES to interacting with the MCA on your social media, reading our emails and the listserve. **I hope you'll all say YES to attending our convention in October.** I cannot wait to see you there and begin our membership meeting with a shouted to rooftops, loud as hell affirmation. YES! YES! to all of you, YES! to the MCA, and YES! to Chiropractic.

Try it. Say YES to the profession when it asks you. YES to Chiropractic. Every Time. You'll be amazed at how often Chiropractic says YES back you.

Louis Crivelli, DC
MCA 1st Vice President

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Dr. Tom Speaks Out!

Opinion Piece: “Stories” by Tom Schreppler, DC

How many times have you read a “Corporate Story” that has later been shown to be a falsehood? You know, like how Ebay was created so that the founder’s wife could buy Pez Dispensers, or how Google and Apple began their meteoric rise in a garage, or how YouTube was an entrepreneurial enterprise (and not a corporate incubator conceived and funded start-up). Yes, a good story “plays in Peoria” so they say.

But what about Chiropractic and the magnetic healer who, in a thunderclap moment on September 18, 1895, reasoned that a piano lifting injury and resultant deafness could be ameliorated by levering the stressed vertebra into better anatomical position?

Well, I have been “levering” now for what will be, in just a few weeks, 40 years. During that time, along with the thousands of necks, low backs, and extremity radiculopathies that we all see, I have seen some cures that remain vivid to me. Like the 2 week old infant who had her first bowel movement after a sacral levering (what a joyful odor that was). The poor little body was sweating and breathing the toxins out in a desperate attempt to detox. Another re-affirming event was the right eye swollen shut on a 30 year old woman (left eye was blinded as a child) that required an Atlas adjustment to restore sympathetic function and restore normal arterial muscle tone, thus correcting ongoing serum leakage into the eyelids and surrounding facial tissue and allowing her to see again. Now that was a Happy Camper that called to report the improvement the next day! Coincidence? Well, that coincidence occurred repeatedly across a couple of years until her Upper Cervical Spine stabilized. Nice. And let’s face it, with a little thought, each of us probably can come up with a few more “coincidences”. I wish I had written them all down.

But now to the point of this anecdotal tale of feel-good “stories.” Was the story of Harvey Lillard’s deafness and subsequent healing a “Corporate Founding Story” of the like

described in the first paragraph for the purpose of creating Buzz? I remember reading sometime in the last 10 years that one of Mr. Lillard’s nieces was interviewed and attested to its veracity. Others have claimed that it cannot possibly be (anatomically, physiologically) true. Personally, I do not know. I wasn’t there. No one now living was.

Last week a 24 year old woman appeared in my office with complaints of chronic neck pain. I did the standard ortho-neuro cervical spine work-up. Nothing remarkable, except limited active right rotation and limited right lateral flexion. Then, when we got to where the rubber meets the road. Motion palpation demonstrated C5 right lateral-posterior fixation. The transverse process stood out like the proverbial sore thumb. One of those really profound fixations of longstanding nature that we most commonly find in the elderly which radiographically demonstrate fusion or near complete fusion. It was locked TIGHT. So, I released it (supine diversified). It sounded like a gunshot. The patient was frightened. I wasn’t. It was a perfect adjustment, just the right amount of HVLA force. I told her it would be a little sore, to use ice as needed, and to return in 2 days which she did. And guess what? She reported that the hearing in her right ear had returned. Hearing that was absent for years. Hearing loss that she had not even reported on her intake forms.

The Autonomic Nervous System is poorly understood in its intricacies. C5? Hearing? I would not have guessed it even had she reported the loss. So, did D.D. Palmer restore Mr. Lillard’s hearing? With a mid-Thoracic adjustment?

Penn and Teller will go to their graves Crying, “BS!”

Dr. Thomas Schreppler is a 1984 graduate of Palmer College of Chiropractic. He has been in private practice for 40 years in Chestertown, MD.

Do you have something to share with the MCA community?

Then we want to hear from you! The Maryland Chiropractic Association is seeking your input for articles in the MCA Journal. If you have an educational topic that others may find of interest, or an opinion on the Chiropractic field, consider submitting an article.

[Learn How](#)

Finding the Right Practice Consultant for Your Chiropractic Office

By Dr. Ray Foxworth, DC, FICC

Running a successful chiropractic office involves more than just excellent patient care. Efficient management, effective marketing, streamlined operations, and financial acumen are critical components. To achieve these, many chiropractors turn to practice consultants. However, finding the right consultant can be a daunting task. Here's a concise guide to help you make the right choice.

A practice consultant specializes in advising and guiding healthcare practices on various aspects, including:

Business Strategy: Developing business plans, setting goals, and creating game plans to achieve them.

Financial Management: Budgeting, financial planning, revenue cycle management, and cost control.

Marketing and Branding: Developing marketing strategies, enhancing online presence, and patient acquisition.

Operational Efficiency: Streamlining office processes, improving patient flow, and implementing best practices.

Compliance and Risk Management: Ensuring the practice adheres to healthcare regulations and minimizing risks.

Given the broad scope of their role, finding a consultant with the specific expertise to meet your unique needs is crucial. This involves identifying areas that require improvement:

1. What are the significant challenges your practice is facing?
2. Do you need help with financial management or marketing?
3. Do you need assistance with operational efficiency or compliance issues?
4. Are you looking to expand your practice or improve patient satisfaction?

By clearly defining your needs, you can narrow your search to consultants who specialize in those areas. Once you have identified your needs, research potential consultants using these strategies:

Online Research

Look for consultants with a solid online presence, including a professional website, testimonials, and case studies. Check their social media profiles and blogs to gauge their expertise and approach.

Recommendations and Referrals

Ask for recommendations from colleagues, peers, or other healthcare professionals. Personal referrals are often reliable because they come from trusted sources with firsthand experience.

Industry Conferences and Seminars

Attend industry conferences and seminars to meet consultants in person. These events provide opportunities to hear consultants speak, understand their expertise, and network with other professionals.

Relevant Experience

Look for consultants with experience in chiropractic practices. Specific knowledge about chiropractic offices is more beneficial. Ask about their previous clients and the outcomes achieved.

Track Record of Success

Examine the consultant's track record. Request case studies or examples of how they have helped similar practices overcome challenges and achieve their goals.

Communication and Interpersonal Skills

Assess the consultant's communication style and interpersonal skills during initial meetings. A good consultant should explain complex concepts clearly and build rapport with you and your team.

Conduct Interviews and Check References

Narrow your list and conduct interviews to understand each consultant's approach and suitability better. Prepare questions such as:

1. How do you approach problem-solving and decision-making?
2. Can you provide examples of how you have helped other chiropractic practices?
3. What is your process for developing and implementing strategies?
4. How do you measure success and track progress?
5. What is your fee structure, and what services are included?

Before making a final decision, check the consultant's references. Ask previous clients about their experiences, the outcomes achieved, and any challenges faced.

After hiring the consultant, monitor progress and evaluate results regularly. Set clear milestones and metrics to track the consultant's performance and the impact of their

recommendations. Adjust the plan as needed to ensure your practice moves in the right direction.

Finding the right practice consultant for your chiropractic office is a critical decision that can significantly impact your practice's success. By understanding your needs, researching potential consultants, evaluating credentials, conducting thorough interviews, checking references, and assessing fit and compatibility, you can select a consultant who will provide valuable insights and guidance. A well-chosen consultant can help you navigate challenges, streamline operations, and achieve your business goals, ultimately leading to a thriving chiropractic practice.

Dr. Ray Foxworth, DC, FICC, is founder and CEO of ChiroHealthUSA. He is a former Medical Compliance Specialist and currently serves as chairman of The Chiropractic Summit, an at-large board member of the Chiropractic Future Strategic Plan Committee, a board member of the Cleveland College Foundation, and an executive board member of the Foundation for Chiropractic Progress. He is a former Staff Chiropractor at the G.V. Sonny Montgomery VA Medical Center and past chairman of the Mississippi Department of Health.

SAVE THE DATE

2024 Fall Convention

October 18 - 20, 2024

DoubleTree BWI Airport Hotel
890 Elkridge Landing Rd
Linthicum, MD 21090

Up to 12 CE Credits Available



New! Submit an Article for the MCA Journal

The Maryland Chiropractic Association is seeking your input for articles in the MCA Journal. If selected as a contributor, you will gain increased visibility within the Maryland chiropractic community and influence the educational landscape.

[Learn More](#)

U C-PAC

Need

Neil Cohen, DC
C-PAC Treasurer

Thank you to all of those who support our PAC. The PAC is here to protect our rights, the rights of our patients, and to help secure the future for all of us and our patients. The busy legislative session was over in April. Our chiropractic profession in Maryland is protected everyday by the legislative committee members who “have an ear to the ground” in Annapolis for any legislation that can impact our livelihoods, our patients’ rights and our practices. These volunteers coordinate the association’s response to undesirable proposals and look for legislative opportunities. There are a lot of legislators for us to support. The generous doctors listed above give to the CPAC (Chiropractic Political Action Committee) and provide it the funds needed for pursuing our legislative priorities and I thank them. In particular I’d like to thank those at the top tiers. Their generosity is an example to us all. Thanks! If you can attend any political fundraising functions; please contact me at nbcohen@comcast.net. Lastly, I’d like to welcome Dr. Louis S. Crivelli as the new chair of the PAC and thank him for accepting. I’d also like to thank Dr. Jim Levan, our outgoing chair, for his many years of service to the PAC, our association, and the profession in Maryland and beyond.

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Classifieds

To place a classified ad in the MCA Journal please fill out the appropriate form on the classifieds section of the MCA website. The cost for a 50-word ad is \$20 for MCA members for two months (4 months for \$30) or \$30 for two months for non-members. Classifieds are listed below from newest posted to oldest posted.

Associate Chiropractor -Parkville, MD Frieman Chiropractic This position is meant for a chiropractor ready to work in a fast-paced, family-focused environment. We are a high-volume office and put our best effort into improving patients' quality of life. We want to continue to grow our practice the right way with people who care and are ready to invest themselves in the practice, and we want to help you succeed in the process. Potential to earn over 6 figures in months, benefits included. Develop staff leadership skills. Easily attained & clear-cut bonuses. Hone your chiropractic skills. Improve upon building patient rapport and time management skills. Supportive training environment.

Associate Chiropractor Wanted DeMaio Family Chiropractic We are seeking a dedicated, hard working Chiropractor to join our busy multi clinic practice (Gambrills, Bowie, Severna Park & Odenton). The offices have been serving the community for the last 30+ years and are well established. Applicant must have a current MD Chiropractic license with PT Privileges. Our schedule allows for a great work/life balance with weekends off. Salary plus bonuses commensurate with experience, earning potential of \$110,000 annually. Fantastic opportunity to own your own practice, owner is retiring and needs someone to inherit his legacy. Email julie@demaiochiro.com

Office equipment for sale Office equipment priced to sell. 3 intersegmental traction tables in very good condition, E Stim machine, therapy table. Call 443-202-9860 or 703-899-0346, please leave message.

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

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

Full Time Associate Wanted Canton Chiropractic and Physical Therapy Located in Canton (southeast Baltimore), we offer 30 and 60 min, one on one appts. If you want more time to treat patients, this is the practice for you. 30-40 hrs/wk, \$70-\$94K plus production bonus, PTO and health insurance. Training in soft tissue techniques and PT/rehab would be great but willing to provide training. Depending on how you structure your schedule, 3 day weekends are possible. Please email info@ccandpt.com or call (410) 342-0502

New! Ask the MCA President



The MCA mission is advancing the chiropractic profession in Maryland. In our continuing effort to do so, we have established a forum in which members can ask the MCA President their questions regarding membership, the chiropractic scope of practice, insurance matters, etc. All submitted questions will be addressed and published by the President in a future MCA Newsletter, which is distributed bi-monthly on odd months. NOTE: You must be logged into your member account in order to submit.

[Submit Your Question](#)

Classifieds

Continued from previous page

Associate Chiropractor Wanted Bay Area Wellness We are looking for a passionate, hard working Chiropractor to join our busy office in Crofton, MD. The office has been serving the community for the last 30+ years and is very well established. Applicant must have Maryland PT privileges' with their Chiropractic license. Our schedule allows for a great work/life balance with Mon, Wed, Thursday 8-6, Tues and Fri being off by 12:00pm, and no weekends. Salary offered will be up to \$92,000 with experience. For inquires please email monique.bayareawellness@gmail.com

Space available for Chiropractor to practice Block Chiropractic Center, LLC We have space for a Chiropractor to independently practice 2-3 days per week at our office. We are located in Burtonsville, Montgomery County, 1 mile to Price Georges County, and 2 miles to Howard County. We are equipped with everything that you would need including Omni drop table, Hypervolt, Impulse, 10x12 private treatment room, passive therapies including flexion/distraction, hydromassage, electrical stimulation, ice/heat, etc. We also have an active therapy room with space for stretching, exercise instruction, traction services, and foam rolling. Office is almost 3000 square feet and very well designed/decorated. Contact us if interested: docblock21@gmail.com

Highly Acclaimed Associate Chiropractor Wanted ASAP MSI Integrative Healthcare Multi-site practice looking for outstanding patient focused chiropractor as we expand to build into the role of Clinical Director with great salary and bonus structure. Join our amazing team of professionals and utilize our state of the art systems to help so many people! Benefits also include Paid Time Off, Medical, Dental & Vision coverage, Employee Wellness Program, CEU reimbursement, 401K with employer match, etc. Email jerry@msiwc.com with your interest . We look forward to hearing from you!

COVERAGE DOC GLEN BURNIE NEEDED Looking for coverage week of August 26th Monday - Wednesday. 2 full days and 1 half day. Need someone proficient in manual/diversified adjustment techniques that can operate in a fast paced high volume practice. Only need someone to adjust patients, CA will take care of all other therapies. No NP's, no xrays, no other therapy necessary. Please email dusold.2@gmail.com or call/text Dr. Jordan at 513-374-8151

Coverage: Fridays/Saturdays Coverage available for Friday/Saturday only. Currently booking summer/fall 2024. Take that three day weekend knowing your practice is in good hands. NCMIC insured/23 years experience/Supervising Chiro. 75 mile radius of the Baltimore metro area. Not interested in long term coverage. Text for rates: 443-540-2725

Associate Position Full Time: Williamsburg, VA Spine Center of Williamsburg Job Type: Full-time Associate Position - Path Toward Partnership Pay: \$85,000.00 - \$95,000.00 per year. Practice Style: Evidence Based Practice, Interdisciplinary Collaboration, Active and Passive Therapy, SMT, Therapeutic Exercise. Patient Demographic: Spinal Stenosis, Radiculopathy, Chronic Musculoskeletal (primarily spinal pain). Contact: Info@spinecenterofwilliamsburg.com. Requirements: 4-year college degree. Doctor of Chiropractic degree from an accredited chiropractic college. Valid DC license in Virginia.

Zenith Hi-Lo for sale Retiring and selling my Zenith Hi-Lo for \$1200 and a manual flexion distraction table for \$500. Please call Dr. Palmiter @410-299-4964

Coverage Available Chiropractor available to cover. Half day coverage is most ideal, but a full day coverage is possible depending on the date. Text to 2702235519. Dr. Angela.

Thanks to MCA Supporters

MCA has a Supporting Membership category for suppliers of goods and services. We encourage you to consider the following 2024 Supporting Members when making purchases.

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Classifieds

Continued from previous page

Want Part-Time Work? Elite Chiropractic & Sport is looking for a part-time chiropractor to help with our busy schedule. 12-20 hours per week. Potential to increase hours to full time as you build a patient base. Must be competent in soft tissue techniques (some version of ART, Graston, Trigger point). We also do dry needling and rehab. Great team, modern office, patients with all kinds of injuries, including sports and personal injury. If interested, send an email to drbross@elitechiroport.com. Please attach your resume.

Office Closing. Equipment for sale. 2 tables. 2 E-stim. 2 Hydrocollators. Hill Labs Air Flex Deluxe with auto-cocking drops: C, T, L, P. Flexion-distraction. Elevation height range 21"-31". Gently used, excellent condition, well-maintained (with references). 6 y/o. Colonial blue finesse puncture-proof fabric. No longer manufactured by Hill. Hill Labs HA90C full drop table: Cervical tilt and elevation. Thoracic breakaway feature. Drop-away ankle section. Bought reconditioned. Like new. C,T, L, P auto-cocking drops. Colonial blue finesse puncture-proof fabric. Elevation range 21"-31". RIchMar E-stim/autosound combo 7.6 with hammer. RichMar WinnerEvo st2 E-stim. 2 channel. Stools with matching fabric to tables. Hydrocollators 2 and 5 gallon. Contact nicole.ganzl@gmail.com