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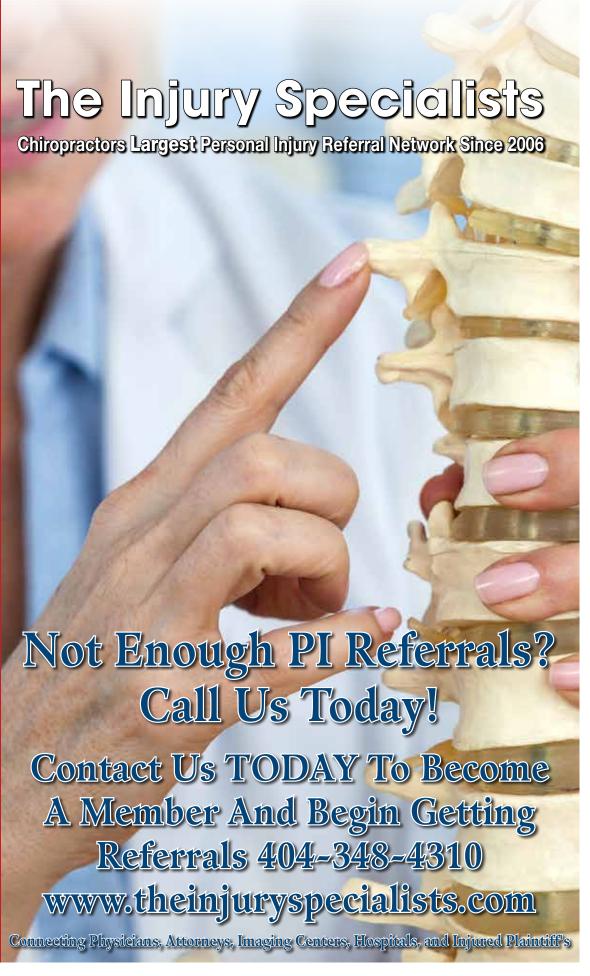
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2021 **4**



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GCA Had a Busy Year Despite the Pandemic

This past year of my presidency has been a busy one, even with the COVID-19 pandemic impacting some of our regular programming. Despite this, the GCA accomplished a lot over the past 12 months, and I'm particularly excited about the following:

- Launched regular live webinars on business topics from cash practice and
 coding to marketing and office culture and started a YouTube channel with the
 recordings of these webinars for members to watch on demand. Thank you to Dr.
 Karen Mathiak and the education committee for identifying interesting speakers
 and topics.
- Continued to offer relevant advice and content on *The Chiropractic Connection* podcast. Thanks to our incoming president, Dr. Noel Steinle, for spearheading this project and for Dr. Ben McDowell, Dr. Larona Gore, Dr. Deborah Little and Dr. Leana Kart for serving as hosts of the podcast.
- Improved the efficiency of the staff, committees, and the Board of Directors by maximizing the use of Microsoft Office and using Slack for committee communications.
- Passed legislation that allows D.C.s and M.D.s to form a corporation together
 more easily if they wish. Thank you to Dr. Randy Mayfield, our governmental
 relations chair, for leading this effort and to our lobbyists Aubrey Villines, Diane
 Hamby and Valerie Smith.
- A seminar on chiropractic and Workers Compensation will be held November 6 on the Life University campus, featuring Judge Frank McKay of the Georgia State Board of Workers Compensation and our own General Counsel Aubrey Villines. Find more information on this seminar in the Association News section.

As our 109th Fall Conference and Trade Show draws close, I'd be remiss if I didn't also thank Dr. Leana Kart and Dr. Noel Steinle and the entire conference committee for all their hard work to make both our spring and fall conferences fun, entertaining and useful.

In closing, I'd like to take this opportunity to invite each of you to attend our annual meeting October 8 at 1 PM at the Hotel at Avalon to learn what else your association has been doing on your behalf this year. Looking forward to seeing you there!

Yours in Health,





A LETTER FROM THE PRESIDENT

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Take Time to Network at Fall Conference



EXECUTIVE INSIGHTS

As we come up on our 109th Annual Fall Conference and Trade Show, I'm reminded of Dr. Deane Mink, one of our most involved members, who used to quote his mentor, Dr. William M. Harris, who would say, "the hole you give through is the same hole you get through," or in other words, the amount of time, effort or treasure you give to something, the more you'll benefit.

Nothing could be more true of your membership in GCA and your attendance at Fall Conference! The more activities you participate in, the more people you'll meet and the more you'll learn. While we always strive to bring you the best and brightest speakers, I've also heard members say they learned something invaluable in the hallway between classes from a peer.

During this Fall Conference, I hope you'll join us for our non-CE events during the weekend, including:

Friday, October 8

- Networking Luncheon
- GCA Annual Meeting
- Vendor Reception

Saturday, October 9

- President's Awards Luncheon
- Ladies Tea, honoring Ms. Jane Goodwin of the William M. Harris Family Foundation
- GCA-Political Action Committee Meeting

These events will help you revitalize your purpose, plug in to what GCA is doing on your behalf and find new products and services you can use to improve profits in your office.

Please plan to attend these evens and make the most of your Fall Conference registration!



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Diane HambyDirector of Membership
& Operations

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ASSOCIATION NEWS

Workers Compensation Seminar Set for November 6

Becoming a workers compensation doctor can be difficult. Discover what you need to know to be added to employer panels, properly document cases and how you can treat a work injury if you're not on a workers compensation provider panel in this seminar featuring Georgia State Board of Workers Compensation member Judge Frank McKay and GCA General Counsel Aubrey Villines.

The seminar will be November 6 from 9 AM - 12 PM on Life University's campus. Cost is \$99 for members, \$149 for nonmembers. Register at gachiro.org or call 770-723-1100.

Upcoming events

NOVEMBER 6, 9 AM - 12 PM

Workers Compensation Seminar Life University

DECEMBER 10-12

CE Weekend Atlanta Marriott Northeast/Emory

For more information on events or to register, visit gachiro.org.

GCA Member Patents New Traction Device

Dr. Stephen Mullins, who practices in Loganville, has patented the Mi-Trac Cervical Traction device to help provide relief to some of his more challenging patients.

"I wanted a device to gently stretch the neck over what we call a cervical orthosis in a gentle, rhythmic motion. Our goal is to pump fluid into the cervical discs and facet joints through passive range of motion, while maintaining the normal cervical curvature. I simply could not find a device that would meet those criteria. I guess you could say that Mi-Trac Cervical Traction was created out of necessity," Mullins explained.

After building a prototype, Mullins used the device to treat a patient

with severe neck and arm pain and numbness from a disc herniation at C7-T1. Previous treatment with cervical traction had been unsuccessful, and the patient was told a cervical fusion surgery may be necessary, but after 60 days of treatment with the Mi-Trac Cervical Traction, the patient reported no pain and almost complete resolution of numbness.

The patient was so impressed, he pushed Mullins to patent it, and with the help of the Small Business Development Center, he has done just that, receiving his patent in August. He will be exhibiting the device at GCA's 109th Annual Fall Conference & Trade Show October 8-10.





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A 52-year-old Male with a Work-Related Neck Pain Complaint

CASE STUDY



Dr. Jennifer Illes will be teaching an extremity adjusting class during GCA's 109th Annual Fall Conference & Trade Show October 8-10, 2021.

By Jennifer Illes, DC, MS, RN

A 52-year-old Caucasian male came to the office with a complaint of neck pain and low back pain. Due to the severity of pain in his neck, the initial focus of examination and treatment was based on this area. The patient has had the neck pain since after a work-related, 7-8 foot fall off a scaffold onto the ground in 2018. Currently, the pain radiates into the right hand, mainly into the palmar 5th digit. He rated the pain on average at 7/10 on a verbal analog scale, and 10/10 at its worst. The patient also complained of a tremor in his left arm which appeared immediately after his work-related fall. Rest and ice seem to make the pain better, but there is no change in the numbness. Reading and bending his neck forward make the numbness and pain worse. Sleeping at night is bothersome but the pain does not interfere with constant interruption of sleep. There is no radiculopathy with sneezing or coughing.

Significant Past Medical History

Mr. X lost consciousness after the work accident in 2018. He went to the Palms West hospital for radiographs and treatment. Surgical history includes a lumbar spine laminectomy and left shoulder surgery in 2019, and the patient wore a cast on his wrist for a month (all accident-related).

Question: Based on this clinical history, what are some differential diagnoses you are considering? Some of the diagnoses you should consider include disk herniation, thoracic outlet syndrome, myofascial dysfunction, cervical spine fracture, cervical myelopathy.

Physical Examination Findings

Weight = 180 lbs; Height = 5'9"; Temperature = 98.9

F; Respirations = 12 cpm; and Blood Pressure = 122/82 mmHg

Inspection

A large lipoma-like mass (5" x 4") by inspected on the left scapula. The patient stated he had this mass as long as he could remember, and his PCP was not concerned about it. Large, well-healed silver mid-spinal scar (T12-S1) from lumbar laminectomy is present. Popeye's deformity on right bicep. Severe forward head carriage. Hypertonic paraspinals in the lumbar spine and thoracic spine. Depression over supraspinatous fossa of scapula noted bilaterally.

Palpation

Patient demonstrated extreme sensitivity to touch and palpation in all areas of the body and needed to take a break at times. More specifically, there was extreme subjective pain in the upper trapezius muscle bilaterally, and with palpation of the C7 spinous process. Tenderness was noted along each vertebra in the lumbar and thoracic spine. Several areas of the cervical spine had motion restrictions (C0/C1 right lateral flexion restriction, C4/C5 left rotation restriction).

ROM: Baseline cervical active ROM (AMA guidelines) vs. measured. Due to patient's pain level, the use of inclinometers was contraindicated due to the patient's inability to sustain a motion for more than one second.

Orthopedic Testing

Neurologic testing was performed. All cranial nerves were

	NORMAL	MEASURED
Flexion	60	60
Extension	75	15 (with pain at central C7/T1 region)
Left LF	45	25 (with pain at central C7/T1 region)
Right LF	45	25 (with pain at central C7/T1 region)
Left rotation	80	40 (with pain at central C7/T1 region)
Right rotation	80	40



normal and intact. Mr. X had a decreased light touch sensation in the right C8 dermatome. He also had a decreased sharp sensation in the right C8 and T1 areas. Upper and lower extremity myotomes were within normal limits. Upper and lower extremity reflexes were 0 +J.

The following tests were positive:

- Spurling A for cervical spine on the right
- Cervical distraction
- Maximum cervical compression bilaterally.

The following tests were negative:

- L'Hermittes

Question: What is your working diagnosis at this point? Question: What imaging or laboratory testing would you order?

Imaging and Other Advanced Testing

His Neck Disability Index (NDI) scored a 52%. The following is an MRI of his cervical spine taken one month after this work-related injury.

Question: What is your final diagnosis?

Diagnosis

Cervical spine foraminal stenosis Cervical spine disc space narrowing Hypolordosis Somatic dysfunction of the cervical spine.

Treatment Recommendations

Mr. X did not seek any care for his cervical spine symptoms in over three years. The symptoms progressively got worse,

and his neurosurgeon recommended a 6-week course of conservative chiropractic care prior to any surgical intervention. The following gives a brief description of the care utilized with this patient. Flexion-distraction to the cervical spine was performed. Setting the patient up for a chiropractic adjustment (in all patient positions) created symptoms down the arm, so this technique was avoided.

Treatment Frequency: Care may be rendered up to three times per week for the first four weeks as indicated by the severity of involvement and the desired effect, then up to two treatments per week for the next four weeks with re-evaluation for evidence of functional improvement or need for further workup. Continuance of his treatment will depend upon functional improvement. Ideally, one short term goal is a reduction of his NDI by 30 percent in the next four weeks. According to the North American Spine Society, modalities such as physical therapy, traction and facet injections should only be considered when no improvement relative to the natural history of cervical radiculopathy has been demonstrated.

Active Care: Cervical axial retraction exercises daily (to patient tolerance) in a seated position (5 second holds for 10-20 repetitions). Patient was educated about spine sparing techniques like hip hinging, and how to brace the abdominal core by engaging the transverse abdominus musculature. There is some evidence to support the continuation of normal daily activities as the recommended treatment for acute and chronic neck injuries without neurologic symptoms. However, this patient is to avoid any work or ADL that requires that power grip strength (i.e. holding a chainsaw) since it could be considered to be unsafe to himself and others.



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After a year of pandemonium, GCA's Fall Conference & Trade Show plans to help attendees reconnect with their purpose and improve their profits October 8-10 at the Hotel at Avalon in Alpharetta.

"I always feel a renewed sense of excitement about chiropractic after our conferences," said Dr. Noel Steinle, co-chair of the Conference Committee. "Our hope is that all attendees will leave the conference feeling that way after going through a challenging time with COVID."

The 109th Annual Fall Conference and Trade Show will feature a wide variety of speakers including Dr. Jennifer Illes, Dr. Robert Silverman, Dr. John Davila, Mr. Aubrey Villines, Dr. LaKendra Fulbright, Dr. Cedrick Noel and research panel Dr. Greg Baker, Dr. Winston Carhee, Dr. Brent Russell and Dr. Stephanie Sullivan. Chiropractic assistants will attend classes with the doctors on Saturday and learn social media tips for chiropractors from Ms. Bonnie Mauldin Sunday.

"We have several networking events planned,"

explained Dr. Leana Kart, co-chair of the Conference Committee. "From our Personal Injury Symposium Thursday evening and networking lunch and evening reception Friday, to our awards luncheon and Ladies' Tea, we have ample opportunities for attendees to meet other doctors and vendors."

Two important meetings will be held during the conference. The GCA Annual Meeting is scheduled for 1 PM on Friday, October 8.

"I invite all our members to attend the Annual Meeting to learn what we have accomplished this year," said GCA President Dr. Vince Erario.

Additionally, the GCA-PAC meeting will be held at 5:30 PM on Saturday, October 9.

"All attendees are invited to the PAC meeting," said Kart, who is the chair of the GCA-PAC. "We are working to add chiropractors to Georgia's lien law, but the bill has a lot of opposition, so we need everyone to learn how they can help get this bill passed."

A GCA-PAC reception will follow from 6:30-7:30 PM.





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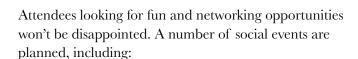












Personal Injury Reception & Seminar: Moderated by Dr. Michael Wax of The Injury Specialists, a GCA Gold Partner and Darnell Randell, Director of Medical and Attorney Relations/Owner of Trauma NeuroCare Center, a GCA Bronze Partner, the event will bring together D.C.s, M.D.s and attorneys at a reception from 7-8 PM, followed by a personal injury roundtable from 8-9:30 PM on Thursday, October 7. FREE Sponsored by Alexander Shunnarah Trial Attorneys.

Networking Luncheon: Pick up your pre-ordered boxed lunch and join your peers and vendors in the exhibit hall to exchange ideas and win prizes! Friday, October 8, 12-1 PM.

Black & White Vendor Reception: Channel your inner panda and wear black and white to our fun vendor reception. Enjoy food, drinks and grab a few

smart friends for team trivia – top three teams will win CASH! Sponsored by AllSpine Laser and Surgery Center, Elite Radiology of Georgia, Georgia Pain & Spine Institute, and Versea. Friday, October 8, 6:30-8 PM. FREE

Awards Luncheon: Catch up with friends and find out which of your colleagues has garnered the coveted Chiropractor of the Year award. Sponsored by Alexander Shunnarah Trial Attorneys, American Health Imaging, Comprehensive Spine & Pain, Greathouse Trial Law, Life University, Non-Surgical Orthopaedics and The Injury Specialists. Saturday, October 9, 1-2:30 PM. Ticketed event.

Ladies Tea: Women chiropractors are invited to network with each other and get to know this year's honoree – Ms. Jane Goodwin, secretary/treasurer of the William M. Harris Family Foundation. Sponsored by NCMIC. Saturday, October 9, 3:30-5 PM. FREE

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GCA Board Plans

for 2022

By Valerie L. Smith, CAE

The Georgia Chiropractic Association's Board of Directors met August 28-29 to review the association's goals and objectives and set the course for 2022.

"We used results of a value survey we had distributed to doctors of chiropractic in Georgia, as well as input from the board, to define priorities for the coming year," explained GCA outgoing President Vince Erario, D.C., who led the session with incoming President Noel Steinle, D.C.

The session yielded some modified goals and new objectives for 2022 in each of GCA's four focus areas: Lead, Belong, Educate and Influence.

LEAD

Goal: The Georgia Chiropractic Association effectively uses resources through mindful planning to promote a diverse, equitable, inclusive culture and structure to achieve excellence.

2022 Objectives:

- 1. Populate the leadership committee and task it to create a program to identify and cultivate future leaders by the end of 2022. Identify three new leaders by the end of 2022.
- 2. Post two videos per month from members/Board about GCA.

BELONG

Goal: Professional doctors of chiropractic and students who adhere to the GCA Code of Ethics desire to be members of the Georgia Chiropractic Association.

2022 Objectives:

- 1. Improve retention and recruitment to increase net membership by 80 in 2022.
- 2. Georgia scholarship recipients should be included in at least one main event and appointed a mentor.

EDUCATE

Goal: The Georgia Chiropractic Association is the leader in continuing education and public relations for the chiropractic profession.

2022 Objectives:

- 1. Influence public health regarding spinal health, opioid education, backpack safety through social media and PSAs.
- 2. The budget will include money to pay a blockbuster speaker at conference.

INFLUENCE

Goal: The Georgia Chiropractic Association is the primary governmental and insurance advocate on behalf of GA chiropractors and their patients.

2022 Objectives:

- 1. Grow PAC membership by 25% through fundraisers by the end of 2022.
- 2. GCA will influence ASHN and Optum to provide pay raises by 2022.
- 3. The lien law will be passed in 2022.
- Collect examples of lawyers taking Medpay despite assignment of benefit.

In addition, the Board affirmed GCA's mission statement, which is: GCA promotes, represents, educates and protects the entire chiropractic community in Georgia and advocates for unrestricted access to chiropractic care.

"We had a productive planning meeting, and we really appreciated all those who responded to our value survey. Having member input was very helpful in setting our priorities for the coming year," Steinle said.



GCA Supports Medicare Modernization Act

By Valerie L. Smith, CAE

Legislation to expand access to chiropractic care for Medicare patients has been introduced in the U.S. House of Representatives.

The Chiropractic Medicare Coverage Modernization Act, or H.R. 2654, is a bipartisan bill that would allow Medicare to reimburse doctors of chiropractic for services provided beyond the adjustment of the spine.

"If passed, this bill would allow us to be paid for X-rays, exams, extremity adjusting and modalities," explained Georgia Chiropractic Association President Vince Erario, D.C. "GCA's Board of Directors felt it should support this effort to expand coverage options for our country's seniors because it meets our mission to 'advocate for unrestricted access to chiropractic care."

The bill, which would expand coverage to include all services doctors of chiropractic are allowed to perform according to their scope of practice, already has 86 cosponsors, both Republicans and Democrats.

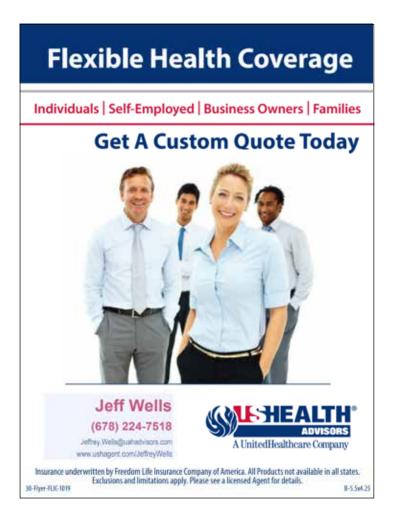
"Currently, we don't have any Georgia representatives signed on as cosponsors, but we're working to change that," Erario said. "If you have a relationship with your U.S. representative, please contact the GCA office at 770-723-1100 and let us know."

GCA has teamed with the Congress of Chiropractic State Associations to provide an easy way for members to contact their U.S. representatives. Just go to this link: votervoice.net/ChiroCongress/campaigns/86592/respond and type in your name and home address to send a pre-written email to your legislator asking for his/her support.

Doctors may also ask patients to contact their representatives. Just add this link to your social media or website: votervoice.net/ChiroCongress/campaigns/86618/respond and ask patients to click on it and put in their home address to send a pre-written email

to their legislators asking for support.

"GCA feels this bill will level the playing field for chiropractors and allow us to provide the full range of services we offer to our Medicare patients," Erario explained. "With the opioid crisis surging as a result of the pandemic, our seniors should have access to safe, effective and drug-free options for their health and wellbeing."





Clear Communication Is Key to Smoothly Functioning Office

By Axel Martinez



Communication is a fundamental component of a chiropractic assistant's (CA) job and assists in setting the pace for work in the office. Office communication shares knowledge and ideas amongst people and varies from face-to-face interactions, email/text message systems and phone conversations. Good

communication can boost teamwork and lead to an effective workflow of responsibilities, scheduling and navigation. A CA will be the person in your office to engage and interact with the most people, speaking with fellow employees, the doctor(s) and patients alike.

CAs are involved in scheduling, billing, replying to phone calls and emails, obtaining insurance information and more responsibilities that interact with the surrounding staff, including office administrators, managers, practice representatives and other CAs. Open communication among staff creates a healthy and trusting work environment that allows for clear expectations and guidelines to be understood. CAs may give directives to their teammates to ensure a patient's insurance gets verified, an order is made for a soon-to-be-depleted product or to remind a fellow CA to provide a follow up call rescheduling a patient for an upcoming holiday office closure. Each department serves a specific function and are all dependent on each other to be successful.

CAs are the doctor's quarterback for the team. The CA directs the motion of the play; if the doctor needs to spend a little more time with a new patient, they schedule it; if the doctor needs to review medical records to be up-to-date on a patient's medical history, they provide the records; or, if the doctor needs to be given a breakdown of the patient intake for the day ahead, the CA has that information. Chiropractic assistants decide where

and when the patients will be going in the office for treatment, report of findings or a consultation with the doctor. CAs must clearly communicate with their doctors to let them know where the next patient is and provide the files they need.

Often, patients communicate the most with the CA, whether during intake, scheduling, financial information or general communications. CAs must build a relationship with patients to help them get to greater overall health by making and keeping their appointments. CAs should not only listen to what patients are going through, but also encourage them to reach their wellness goals. When CAs are strong communicators, they can better motivate a patient to uphold their appointments, manage conflicts and educate them on the importance and impact of chiropractic in their lives.

CAs should not only understand the value of good communication but improve and enhance communication with everyone they meet. When a CA defines responsibilities and prioritizes them amongst staff, they can effectively work for the greater good of the office. Great communication between the doctor and an actively involved CA ensures not only updates and progression, but also allows the doctor to better serve his/her patients. Most important is ensuring the communication between CAs and patients is clear so patients don't feel lost and misunderstood. Employee and patient satisfaction is dependent upon consolidated communication lines between everyone, and being in the center of the office, the CA is in the best position to enhance communication for your office.

Axel Martinez started as a chiropractic assistant for Northwest Chiropractic in 2018 and also worked as a practice representative before being promoted to the practice's office manager. AT GEORGIA PAIN AND SPINE INSTITUTE, WE KNOW THE GLOBAL IMPACT THAT OCCURS WHEN SOMEONE IS INJURED. WE UNDERSTAND THE NEED FOR INJURED CLIENTS TO BE TREATED IMMEDIATELY AFTER THEIR ACCIDENT TO REDUCE THE POTENTIAL LONG-TERM EFFECTS OF BEING IN PAIN.

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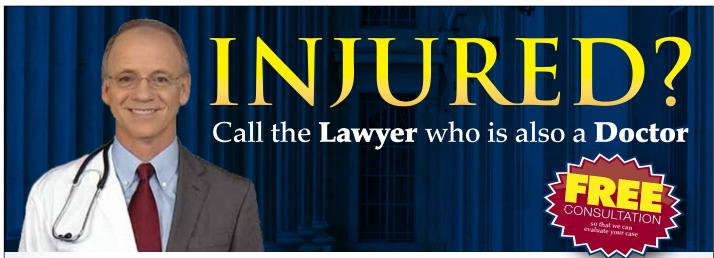
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*Attorney Ted Greve is a Georgia licensed doctor of chiropractic. He practices only law.



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By J.C. Carter, D.C., D.A.C.B.R.



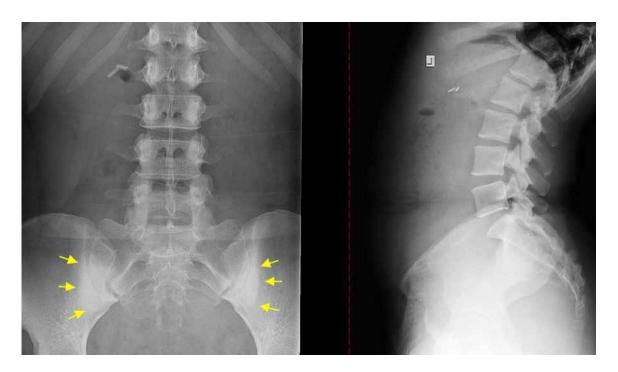
Dr. Carter is a GCA member. He maintains a busy film reading practice at 4480-H S Cobb Dr. #325, Smyrna, GA 30080 and is a full time faculty member at Life University. If you have **questions regarding his film reading service** please call 678-424-8588 or email at jccarterdc@gmail.com.

Osteitis Condensans Ilii

Osteitis condensans ilii (OCI) is a non-progressive, self-limiting condition that affects the iliac bone adjacent to the sacro-iliac joint(s). Although several theories exist regarding the cause of OCI, most authors believe the condition to be a result of biomechanical stress. Although men can be affected, OCI is many times more frequent in women especially following pregnancy and particularly in multiparous women. OCI is typically asymptomatic but can create low back pain. Pain with OCI is most often seen following pregnancy, recent weight gain or both.

Plain film radiographs are typically diagnostic. The changes can be unilateral, bilateral asymmetric or bilateral symmetric.

The main finding is distinct "triangular" sclerosis seen only on the iliac side of the joint without true joint involvement such as articular surface erosion. The best view to see the changes is a sacral base tilt film, although the findings can be identified with basic AP lumbopelvic X-ray. Other causes of sacroiliitis can be excluded by a lack of sacral sided change and the absence of articular erosions. Lab work is negative which can also rule out other causes. MRI and CT can also be diagnostic but are not usually needed.



(Figure 1). Note the bilateral and symmetric triangular sclerosis on the iliac side of the SI joints with no evidence of joint involvement and no change on the sacrum.



New President's Practice Is a Family Affair

After being on her own from a very young age, Dr. Noel Steinle was determined to become a professional woman who could earn her own living.

"I worked for a female chiropractor, Dr. Mary Babian, while I was attending the University of Tennessee-Chattanooga," Steinle said. "She was truly independent and successful and her own boss. She also opened my eyes to what straight chiropractic was and how powerful delivering an adjustment to patients was. So I changed majors to biology, which was extremely interesting to me, and eventually attended Life University which was only about an hour away from Chattanooga."

While at Life University, Steinle met her husband, Dr. Larry Steinle. They both eventually went to work with Dr. Vince Vellucci, who practiced the Atlas Orthogonal technique. Steinle also taught at Life University for two years.

In 1993, an opportunity to purchase a practice from Dr. John Boutwell, a founding member of Life University, opened up, and the Steinles and their two young sons moved to Augusta, where they have practiced ever since.

Steinle said practicing with her husband went well.

"My husband and I always had a division of labor when it came to the practice. We both treated patients, but my husband was more of the professional face of the business, and I ran the operations of the business, and still do to this day," she explained.

They made sure their sons benefitted from chiropractic growing up.

"Larry took my boys to the office every single week and checked them to see if they were holding their adjustments. I think his dedication to chiropractic and the example he set was probably in the hard drive of both of our boys," she said.

Her son, Dr. Brad Steinle, now practices at the clinic as well, and her other son, Derek Steinle, has worked as a massage therapist in the clinic.

"Now my husband is semi-retired, and my son and I practice full time. I couldn't get over how well prepared my son was when he graduated from Life University. He worked in our practice when he was in undergraduate school, and I always thought he learned our strengths and weaknesses and this helped him become an even better chiropractor. I'm a proud



From left, Dr. Larry Steinle, Mr. Derek Steinle, Dr. Noel Steinle, Dr. Brad Steinle and GCA Past President Dr. Michael Vaughn

mom when I can honestly say that patients line up to be treated by him." she said.

Her advice to her son and other young chiropractors is simple. "Chiropractic is a fantastic profession. You have the opportunity own your own business and practice the way you want. This is not the case in the medical profession. It is a privilege to be a chiropractor; don't ever forget that. Be persistent and you WILL make it."

Steinle became involved with GCA after attending a Spring Conference and reconnecting with Dr. Leana Kart, a friend from college, who was president-elect at the time.

"So that year I attended the Fall Conference as a volunteer. She took me under her wing and encouraged me to attend a PAC meeting. When I came back from the conference, I had a vision for a PAC fundraiser, which we implemented a few months later. Dr. Kart is extremely good at inspiring the volunteers around her," Steinle said.

Steinle joined the GCA Board of Directors in 2018, was elected treasurer in October 2019 and President-Elect in 2020.

Steinle has several goals she'd like to accomplish as president. "My heart is extremely heavy having been on the board during the COVID pandemic. I think we need to step up our game when it comes to public health. We need to help the community navigate these uncertain times. I want to make sure everyone feels welcome and included in the organization. It was a message that Dr. Kart promoted, and Dr. Vince Erario has helped to move this along. We want to offer a seat at the table to all who want to serve the profession. We need volunteers to step up and continue the vision," she revealed.





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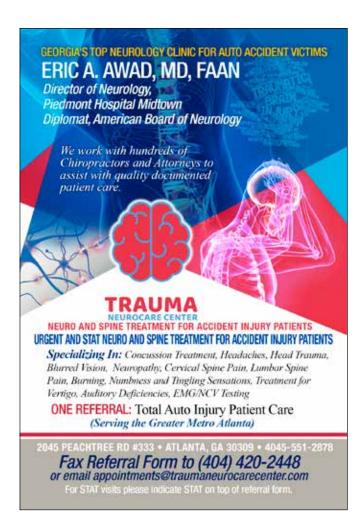
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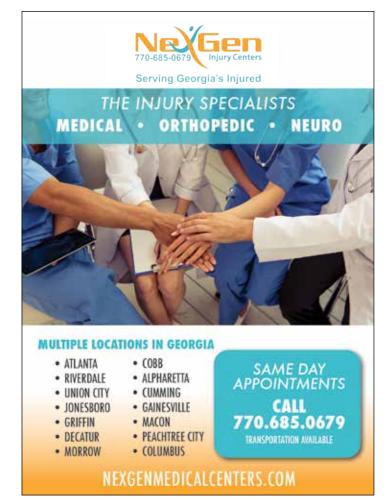
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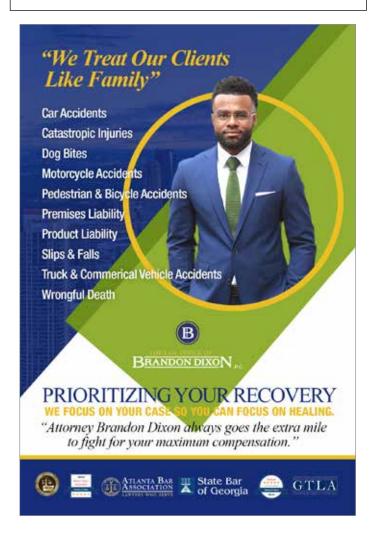
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17-YEAR PRACTICE SEEKING FULL-TIME CHIROPRACTIC ASSOCIATE

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- IMMEDIATELY! - Georgia licensed and interested in promoting Chiropractic, helping injuries, and building a Subluxation practice? Seasoned colleagues and graduates welcome. Spanish plus! Salary, incentives, vacation, holidays, and malpractice. Send CV to drgarcia@i2wc.com

ASSOCIATE - SOUTH METRO ATLANTA

Busy PI chiropractic office in Jonesboro looking for chiropractor with good ethics and customer service as well as excellent patient care, note taking and operational skills. Must be modality licensed. Salary + bonuses paid on performance statistics. Please send CV to Drspyn@comcast.net.

CASH PRACTICE GROUP: JOIN OUR

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TEAM! We currently have 17 clinics in Metro Atlanta. Strong salary plus 15% of the clinic's profits. After working with us, we sell you the clinic. New and old doctors are welcome to apply for review. Call Dr. Kratz (404) 916-2181 send resume to drckratz@gmail.com.

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CHIROPRACTORS NEEDED COME GROW WITH US! Well established,

multi-location Chiropractic group has great opportunities for full time Chiropractors in GA and TN. Looking for a passionate provider that loves making people feel their best. If chiropractic is your calling we want you. Exceptional salary and bonuses (\$50,000-\$150,000) plus moving incentive for the right candidate. Bilingual is a PLUS! Please email resume or CV to dtomasino@mac.com

VACATION RELIEF - 30 YEARS EXPERI-

ENCE - Former GCA Board of Director - VOTED Top 100 Chiropractors - Atlanta

Magazine. Contact Dr. Tony 404-771-2280 or email at adjustright@aol.com

CHIROPRACTOR NEEDED FOR SOUTH-SIDE MULTI-SPECIALTY PRACTICE.

Permanent position for Wednesdays and Fridays. Must have a Georgia License and carry your own malpractice ins. Please send resume to tprctracie@yahoo.com.

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ASSOCIATE NEEDED for rapidly growing practice in northeast Georgia. Must be positive and love Chiropractic and willing to learn. Potential buy in to practice a possibility. Call or text 770-366-9303 Resumes to drtwilber@gmail.com

IMMEDIATE OPENING for a Chiropractic Physician in our Roswell facility. We are an integrated healthcare company that is revolutionizing the Chiropractic industry. Do you want 20+ NP's per month? Do you want to make \$100k the first year? Email megan@thrivehealthsystems.com today to find out more.

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CHIROPRACTOR WANTED - Well known BHRT and weight loss clinic is looking for Chiropractor In the Buckhead /Sandy Springs area with an established client base to share space. We will provide free space with financial incentive to offer our services as well as the ability to speak to our patients about Chiropractic care. Please call Nick at 470-552-1770

INDEPENDENT CONTRACTOR WANTED

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- American Chiropractic Specialists is looking for a full-time, happy, energetic chiropractor to complete our small office in Warner Robins. Our primary technique is the Thompson Drop method, however we are open to having more variety. We can pay salary for the first 3 months to help you get started, if needed. Fax resume to (478) 225-9850.

OPPORTUNITY FOR A LICENSED DC AS INDEPENDENT CONTRACTOR in our

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Holistic Health Center in Decatur. We are looking for the right fit to join our team. Please send inquiries to jsaadehdc@gmail. com or call 404-486-9644.

pace, something new? JOIN US...we are a busy Columbus, GA Chiropractic office seeking LONG-TERM FULLTIME Chiropractic Associate. Must be good full spine diversified techniques adjuster and GA

TIRED OF STRUGGLING TO SURVIVE

IN CHIROPRACTIC? Need a change of

License. Excellent interpersonal and communication skills, self-motivated and hard working. We look forward to bringing the right doctor onboard. Salary plus bonuses. New Grads with good skills are welcome to apply! Immediate placement is available. Please Send CV to danielle@drjaybrodwyn.

LOOKING FOR A DOCTOR TO SUBCONTRACTO OR BUY OUT IN SW GA. Must

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have innate adjusting knack, compassion, and desire to serve my community. I would like someone interested in carrying on my legacy of love, education, and lifestyle change counseling. If this sounds good, call me, lets talk. Terms are wide open. (229) 888-7739

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LAGRANGE OFFICE NEEDS D.C. for

three-doctor busy family practice, Owner is close to retirement and wants to sell when you are ready. Immediate salary with bonuses, we provide you with 20-25 new patients per month with almost no advertising. Aspinwall Chiropractic Clinic, Jims cell 706-402-3844

an established practice in Dalton Georgia with a stellar reputation. You will start getting your own new patients immediately. You can easily make \$80k your first year minimum. You will be working with a long term associate and will be taking my place in the practice. Send your resume to spinedocgb@yahoo.com.

SEEKING EXPERIENCED BACK OFFICE/ CHIROPRACTIC ASSISTANT for a very

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busy well - established Chiropractic office in Duluth GA. Must be a people person, computer, phone and light book keeping. Days: M.Tu.W.F. total 36 hours per week. Please only experienced applicants. Fax resume' to 770-497-0795 or email: info@ duluthmulticare.com

COASTAL GEORGIA - Expanding Clinic seeking goal-oriented, coachable, entry level DC with exceptional communication skills & confidence in full spine adjusting, high volume patient load. Student Loan repayment incentive available. Contact drwellman@wellmanfamilyhealthcare. com

CURRENTLY SEEKING FULL TIME

CHIROPRACTOR (DC) to join a growing practice in NW Georgia. Visit our website www.praychiro.com. Practice is well established and respected. Need a great hands-on adjuster. Salary with bonuses while working 34 hours per week, plus PAID: vacation, malpractice and health insurance, Holidays, PTO, and CEs. No experience necessary, will train. Excellent opportunity to take care of patients but not have the headaches of running the practice. Requirements: GA license to practice. Bilingual A Plus. For more information, please forward your resume to drpray@praychiro.com.

CHIROPRACTIC POSITION AVAIL-

ABLE - Busy 26-year-old practice in the beautiful north Georgia mountains. Need motivated chiropractor willing to learn our procedures and techniques. Will help you build your own practice. Multiple techniques used: email laurieg1927@ qmail.com

chiropractor Needed for two days per week in Cobb County office. Must be reliable, dependable, have experience, be Activator trained and be good with car accident patients, and a lot of patients per day. Also: Office space for share/rent - two locations: E. Cobb and W. Cobb-plenty of space, empty on certain days, all interested and ready to share space/save on overhead. Please email your resume to: consultantsforchiros@gmail.com

ASSOCIATE DOCTOR WANTED: Multi-

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discipline office. New grads ok. Must be energetic, confident in not only your adjusting but communication skills as well. Gonstead, Diversified, Full Spine, Thompson Drop, Cox, Ancillary procedures and Low Tech Rehabilitation helpful. Salary + % of collections. Looking for a caring doctor who is motivated to grow. Email DocPruni@NinjaKour.ninja and submit your CV.

VACATION RELIEF SERVICE TO HANDLE YOUR PRACTICE WHILE YOU ARE

AWAY. Over 30 years experience. Former instructor at chiropractic college. Proficient in many techniques. Georgia licensed. PT certified. Statewide coverage. References. NCMIC insured. Call or email Scott E. Sherman, DC for more information. (Voicemail and cell) 706-339-4605 or shermanscott@ ymail.com.

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ASSOCIATE WANTED - 27 YEAR OLD EXTREMELY SUCCESSFUL CHIROPRACTIC OFFICE IN DALLAS GA is looking for a highly motivated ASSOCIATE DOCTOR to come work for us. Offering a very competitive salary to include a possible option to purchase the practice. You may contact us by email @ allergyfree@comcast.net

MID-GEORGIA PRACTICE FOR LEASE

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TO SALE. Doctor retiring over 35-years, 6 figure, free standing building. only DC in town fair price. call 478-957-1323 leave a message

ESTABLISHED PRACTICE SEEKING FULL-TIME CHIROPRACTIC ASSOCIATE

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- IMMEDIATELY! Get out of the city. Join us in the beautiful Northeast GA foothills, an outdoors lover's paradise. We turn away 5-10 new patients weekly. No selling, just step right in. Must be able to give a great full-spine and Thompson drop adjustment. Competitive salary. Email cover letter and resume or CV to: drdougsemail@gmail.com

PRACTICES FOR SALE

PRACTICES FOR SALE: AL,AZ, CA, CO, FL, GA, LA, MS, NJ, NH, NYC, OH, PA,

SC, TX, VA - I have new doctors that want to buy your practice \$595 for Practice Valuations. Call Drs. Matthew Davis & Tom Morgan 770-748-6084 DrMatt@ PremierPracticeConsultants.com www. VolumePractice.com

OFFICE FOR SALE - Practice at current location since 1962. N. W. Ga practice for sell. 45 year old established multidiscipline practice and all equipment. Will finance. Will Finance text 706-238-2955

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AUGUSTA GA PRACTICE FOR SALE

reduced to \$36,000. 40-year-old practice -doctor retiring - fully staffed and equiped. Walk in and start seeing patients. 80% owner financing. Contact Steve Stephenson 706-267-3474 or Premier Practice Consultants 770-748-6084. \$50,000 in revenue through May in 2021. thank you for looking.

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ESTABLISHED PRACTICE FOR SALE - Diversified Technique with some instrument adjusting. Decompression and Deep Tissue Laser used as well. Located in the North Georgia area in Ringgold GA between Dalton, GA and Chattanooga, TN. \$135,000. Contact information - Dr. E. David Smith; Office 706-965-5777, Cell 423-316-5777 or send email at eds057@catt.com

MCDONOUGH GA - CHIROPRACTOR PASSED AWAY DOCTOR NEEDED IMMEDIATELY!!!!! \$99,000.00 OR

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BEST OFFER 20 yrs. Gross 3 year average+\$171,824.00. 1200 sq feet in a strip mall. Rent is \$1,595.00 per month. Insurance and CASH. Grostic, Activator, Flexion/Distraction, Decompression. Call Dr. Matthew Davis for info, 770-748-6084 DrMatt@PremierPracticeConsultants.com.

SOUTH GWINNETT COUNTY GEORGIA

Chiropractic practice for sale - \$ 160,000. Building Lease available. Serving the South Gwinnett area for the past 34 years. Located in one of the fastest growing cities in Gwinnett County. Doctor is retiring. \$231,000 collected in COVID year 2020. 3 full days, 2 half days. Send request for more details to: Wsandels@yahoo.com.

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WEST GEORGIA \$319,000.00 (BUILD-ING AVAILABLE) LOW STRESS-LOW
OVERHEAD-JUST PROFIT. 2021 projected gross-\$485,909.00. Averaging 57 new patients per month. Full Spine, Drop and Impulse. Building available. Located at the base of the ABC Triangle-Wonderful community, parades, festivals and Christ-

mas celebrations. Call Dr. Matthew Davis for information, 770-748-6084 DrMatt@ PremierPracticeConsultants.com.

MID-GA PRACTICE FOR LEASE TO SALE.

Doctor retiring over 35-years, 6 figure, free standing building. only DC in town fair price. call 478 9571323 leave a message

BUY/SHARE/LEASE OFFICE

AVAILABLE. ONE LARGE DECORATED ROOM 3 DAYS PER WEEK. Beautiful

Buckhead Office - SEEKING: • Acupuncturist

- Psychologist/Psychiatrist Hypnotherapist
- Massage Therapist Chiropractor or Nutritional Therapist. Please call or text (404) 606-1724

SEEKING CHIROPRACTOR TO RENT
SHARED OFFICE SPACE in heart of

SandySprings Directly across city center and Performing Arts center. X-Ray machine, waiting room, reception shared. Includes power, water, internet. One room available March 1, 2020. Text 770-826-3883 Dr Rich, 220 Sandy Springs Circle, Sandy Springs Ga 30328

WELL-ESTABLISHED HOLISTIC WELL-NESS PRACTICE HAS SPACE FOR RENT/

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SHARE in our Buckhead or Chamblee location. Looking for a chiropractor, complimentary healthcare practitioner, or LMT to share space with. Please send inquiries to admin@wakemanchiropractic.com or call 404-281-7458.

3,000 SQUARE FOOT CHIROPRACTIC OFFICE IN AUGUSTA GA. \$1500 per month. Equipped and ready to see patients. Contact Steve Stephenson 706-267-3474.

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BEAUTIFUL CLINIC SPACE FOR LEASE IN MCDONOUGH, GA - Formerly a chiropractic clinic - in prestigious Eagles Landing
Country Club area between a well-established health food store and a spa! 1200sf,
\$1,595.00/month. No C.A.M. charges plus free rental allowance to set up. Easy access to I-75. Call 678-300-1805

To advertise contact Diane Hamby at GCA: 770.723.1100 or dhamby@gachiro.org

EQUIPMENT FOR SALE

USED X-RAY SYSTEMS, VARIOUS USED

FILM processors, cassettes, accessories and etc. for sale. Delivery and installation is available. For pricing and availability leave message 678-409-4161

USED TABLES & THERAPY EQUIPMENT

Used tables in stock, trade-ins welcome. Also many other items of therapy equipment including E-Stim, Lasers and Decompression. Phone 770-966-0576 or www.spectrum4med.com

NEW, USED, REFURBISHED TABLES AND EQUIPMENT for the top brands, plus service and supplies. Trade-ins, consignments accepted. We have personally served chiropractors for 25 years and look forward to serving you! Contact Curtis Booker, CAB Medical at 678-516-7853 or cbooker@bellsouth.net.

CHIROPRACTIC OFFICE EQUIPMENT

FOR SALE - Ideal for new doc starting a practice or a satellite office. Fisher x-ray w/extra tube, TRUdigital xray developing conversion, Activators, Erchonia adjustors/ percussor, Office telephone system by Lucent Technologies, Foot levelers systems- 1 portable, 1 kiosk, Filing cabinets, Miscellaneous bookcases, carts, lamps, Medical charts, etc., Vitamin Testing kits-SP, NW, Biotics, Premiere Research are also available. Pictures on request. Contact Dr. Sara Sweeney at sweeneywellness@yahoo.com.

SERVICES

DOCTORS' CHOICE MEDICAL BILLING

provides comprehensive chiropractic billing and coding services with a goal of collecting the highest revenue possible, in a timely manner. Managed by an AAPC certified coder and Registered Health Information Administrator (RHIA) with 20+ years of experience, our services include: timely and accurately coded electronic claims submission; posting of insurance payments; and AR follow-up. Please contact Rhonda Setnar-Klubeck, RHIA, CPC at 770-641-1749.



Georgia Chiropractic Association 1926 Northlake Parkway Suite 201 Tucker, GA 30084-7069

RETURN SERVICE REQUESTED



ORTHOPAEDIC CARE PAIN MANAGEMENT MUSCULOSKELETAL INJURIES EMG/NCS STEM CELL INJECTIONS PRP INJECTIONS IMES & DISABILITY EVALUATIONS WORKERS' COMPENSATION PERSONAL INJURY CLINICAL RESEARCH

> 335 Roselane Street Marietta, GA 30060 770-421-1420 lowbackpain.com

Non-Surgical Orthopaedics, P.C. was established in 1993, and is one of the premier non-surgical orthopaedic practices in the southeast, and an industry leader for the non-invasive treatment of back and neck pain. Specializing in spine care and pain management, we treat all orthopaedic conditions and specialize in low back pain. We are focused on treatment, injury prevention and rehabilitation, and specialize in the non-surgical treatment of orthopaedic and sports injuries including:

- Back pain
- Neck pain
- Hip and knee pain
- Shoulder, elbow and wrist pain
- Foot and ankle pain
- Acute sprains and strains
- Repetitive Motion Injuries
- Pain Management
- Regenerative Medicine & Stem Cell Injections



We have multiple locations in Marietta and Carrollton, and perform the following pain injection procedures at our on-site surgery center, The Center for Spine Procedures, P.C.:

- Epidural steroid injections (cervical, thoracic, lumbar, caudal)
- Facet injections, Medial Branch Blocks (cervical, thoracic, lumbar)
- PRFL / Radiofrequency lesioning / ablation (cervical, thoracic, lumbar)
- Sacroiliac Injections under fluoroscopy
- Intradiscal stem cell injections
- Spinal Cord Stimulation (cervical, thoracic, lumbar)

We also have on-site MRI available.