

Chiropractic News

September 2005

From the Chiropractic Fellowship of PA



Keep telling the truth – From Sharon Gorman, D.C.

I find that one fact remains no matter how long I have been in practice. The more Chiropractic I talk the higher my retention and the more new patients are referred to the practice. I make sure I take every opportunity that I can to turn the conversation with the patient while they are in the office to the truth about subluxation and the importance of family care. After over 21 years I still do 1 or 2 new patient orientations a week. I encourage you to keep doing them too. I know they are easy to be dropped. They are worth every minute you spend doing them and every ounce of energy they take. No single thing you can do in your practice can help build your practice faster than telling the truth.

REGISTER NOW! Family Weekend – September 17th-18th

For room reservations at the Wyndham call 717-564-5511 Please note that the phone number on the original flier is incorrect. Please use the number listed above to make your room reservations.

Group rate available until September 5th

Save September 17th and 18th for the Hershey Park trip. Come celebrate the 110th birthday of Chiropractic with your CFoP family. All Chiropractors and their families are welcome to attend a fun-filled, family oriented weekend in Hershey, PA. There will be a guest speaker in the afternoon, cocktail hour, dinner and dancing on Saturday evening. Free childcare will be provided and the kids will be able to enjoy a pool & pizza party. On Sunday the group will head to Hershey Park for the day, and get together for a picnic lunch in the park. For more information and to register email: Corinne Foust corinne@wannerassoc.com or call: (717) 441-6042.

Annual Dear Doctor Letter, Par Agreement, and New Fees to be on CD-ROM for 2006

Similar to last year, the CMS supplied Medicare Participation Agreement, Fact Sheet, and new Physician Fee Schedules will be sent to all providers on CD ROM. The CD ROM will again contain additional supplemental data to enhance the value of the CD ROM to your office.

The use of the CD ROM allows providers to search the fee schedule electronically, view only the data applicable to your practice, print only the data applicable to your practice, analyze the data, download the fees applicable to you and reformat them to meet your needs, duplicate the CD ROM to share the data in your organization, and to get additional help on billing and claims information without having to sign onto the internet.

This years CD ROM will also contain a short video from CMS concerning the Medicare Prescription Drug Coverage which will become effective January 1, 2006. Along with the video, CMS will be including a “provider tool kit” that includes information on the prescription drug benefit for your use in helping explain the new benefits to your patients.

Updates to the fee schedules and participation enrollment will be posted periodically to our web site, <http://www.hgsa.com/>. You can make sure you don't miss any updates by subscribing to our email listserve at <http://www.hgsa.com/maillinglist.shtml> and select our General mail list.

A limited number of fee schedules will be printed and made available to providers who do not have computers with CD ROM drives. The printed versions will not include the value added information.

UPCOMING SEMINARS Watch for upcoming seminars for your continuing education credits. Also, please let us know if you have any suggestions for future seminars.

CLASSIFIED ADS

You are invited to send us any classified notices to be included in this newsletter. That would include selling a practice, looking for a new associate, looking for someone to cover your practice or looking to buy or sell equipment. E-mail notices to: focus@noln.com or corinne@wannerassoc.com.

LOOKING FOR A PART TIME OR FULL TIME ASSOCIATE I will train on every aspect of practice to insure the Doc will have all the principles necessary to become as big a success as they desire. I have 17+ years experience in practice and I also have had associates before. Salary and benefits to be discussed. Mail or fax resume to below.

FULL TIME ASSOCIATE High volume family wellness practice is looking for a principled full time Associate to join our team. Must be energetic, motivated, and ready and willing to work hard. Excellent opportunity to learn what is necessary to have a successful practice. Send your CV to Dr. Sharon Gorman 9 Crystal Street East Stroudsburg, PA 18301 or e-mail to focus@noln.com.

I also have a Turbo III drop table used in CBP for sale. Table is in great condition (newly recovered) and priced to sell.

Contact info: Main Street Chiropractic
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Trappe, Pa. 19426
Ph #: 610-489-9343
Fax: 610-489-4706
E- Mail sdfchiro@comcast.net

HIGH VOLUME PRACTICE SEEKING PHILOSOPHICAL BASED ASSOCIATE 20 Minutes North of Pittsburgh, PA. Send Resume to: Greater Pittsburgh Chiropractic Centers, Inc., 10475 Perry Highway, Wexford, PA 15090.

ARE YOU INCLUDED IN SHARON GORMAN'S MONDAY MORNING MESSAGE? E-mail your request to focus@noln.com.

IF YOU OR SOMEONE YOU KNOW IS INTERESTED IN JOINING THE CHIROPRACTIC FELLOWSHIP, call (717) 441-6042 or get membership information at www.chirofellowpa.org.

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To remove your name from this list email corinne@wannerassoc.com.