



Illinois Prairie State Chiropractic Association

Revised Program

April 20 & 21, 2012

Fellowship * Comradeship * Mentorship * Education * Family * Friendships

Spring Symposium

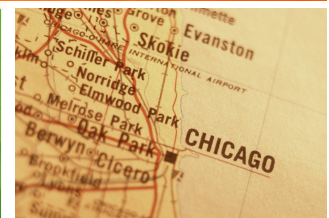
- **Chiropractic Sports Adjusting for the Lower Extremities and Techniques**
- **Jedi Techniques for the Chiropractic Practice**
- **Mastering the Art of Turning Satisfied Patients Into Referring Patients**
- **Need More Lifetime Patients? Create a Killer Report of Findings!**
- **Tired of Insurance Company Rejection? Improve Your Treatment Care Plans!**
- **Increasing Collections for Your Office**
- **Protecting Your Practice From Unwanted Lawsuits**
- **ICD-10. What You Need to Know to Prepare for the Upcoming Changes**
- **Workers Compensation & Personal Injury**



Holiday Inn Chicago-O'Hare

Make your Plans to Attend! **12 CE**

Contact the IPSCA for additional Details





IPSCA 2012 Spring Symposium

Program Highlights:

Chicago Cubs Baseball Game: Attend a Friday afternoon Chicago Cubs baseball game as the Cincinnati Reds come to town. The IPSCA has secured a **limited** amount of \$5.00 (yes \$5.00) tickets for this game. Don't forget at this point in the season the Cubs are still in the running for the pennant!



Friday, April 20th

Track A 8 pm - 10 pm **How to Implement Chiropractic Philosophy Into Your Practice, Reaffirming Your Chiropractic Beliefs to Better Serve Your Patients!** *with Timothy Gay, DC* The time to get motivated to solidify desire and drive for success in chiropractic is NOW and can be achieved by implementing these motivational forces based on the philosophy, art, and science of chiropractic. These forces will be invaluable in enhancing your practice management helping you reaffirm your chiropractic beliefs to better serve your patients!

Track B 8 pm - 10 pm **Insurance Billing & Coding Round Table** *with Terry Coy, MCS-P, CPC* Bring your individual billing & coding questions and concerns for the expert. Terry Coy is a certified medical compliance specialist and a certified professional coder.

Track A

Saturday, April 21st

8:30 am - 12 pm Jedi Techniques for the Chiropractic Practice *with Timothy Gay, DC* Is the "Force" no longer with you? Tired of using lightsabers on your patients? Dr. Gay compares and contrasts Thompson, Diversified, and Gonstead techniques for cervical, thoracic, lumbar, and pelvic adjustments. Get results you and your patients deserve with follow through, and enthusiasm. *Sponsored by Ultimate Practice*

1 pm -5 pm Lower Extremity Adjusting for the Sports Athlete & Active Patient *with Mark Werking, DC, DACBRN, CCN, CCRP, CCSP, Gonstead Fellow*

In the chiropractic profession, few practitioners are well versed in the evaluation and treatment of extremity conditions. The health care alternatives are extremely invasive and are in direct conflict with most chiropractic philosophies. This course will cover:

1. General considerations in being a sports team chiropractor.
2. Concise understanding and clinical proficiency in the recognition, treatment and management of lower extremity sports specific conditions & preparation, primary & secondary assessments, x-ray procedures and analysis protocols.
3. On the field assessment comparison as to clinical, taping and bracing, signs and symptoms of conditions, reconstructive adjustments, rehabilitation.
4. Concussion evaluation and protocols plus much more!

Dr. Werking has been working in the field for over 35 years and presenting for over 25 years. He is a international lecturer on Chiropractic Sports Injury Extremity Techniques, Gonstead Seminars, and Radiology. Dr. Werking has served as a member of the medical staff for the United States Power Lifting Federation and was the

attending chiropractor at the 1996 Olympic games. He also has been the team doctor for several college teams, LPGA Tour, ASA teams, and various road races. Dr. Werking is the Wellness Coordinator for the Peoria County Sheriff's Dept. and Peoria Police Dept.

5 pm - 6:30 pm Need More Lifetime Patients? Create a Killer Report of Findings! *with Timothy Gay, DC* Learn to inform new patients more effectively about the wonders of Chiropractic. Create lifetime patients with Dr. Gay's keys to an improved consultation, examination, and Report of Findings (ROF). He includes a Step-by-Step Guide to Your ROF which educates patients to a more thorough understanding of the link Between Chiropractic and Optimum Health! *Sponsored by Ultimate Practices*

Track B

Saturday, April 21st

8:30 am - 10 am Increasing Collections for Your Office *with Terry Coy, MCS-P, CPC* Cornerstone Medical Management has had the privilege of consulting with hundreds of doctors across the country. In each relationship there is something to be learned. Some offices were examples of processes that needed improvement, while others taught valuable lessons in efficiency. This course will share the best of what we've learned about improving your collections!

10 am -12 pm Protecting Your Practice From Unwanted Lawsuits *with Daniel J. McNeff* Through this course attendees will truly understand exactly how, why and where legal entities should be used for both lawsuit prevention, avoiding probate upon the passing of a benefactor, and income tax reduction. The course is given in plain English and when done most attendees understand the proper use of legal tools for the first time in their lives. *Sponsored by Legally Mine*

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1 pm - 3 pm Mastering the Art of Turning Satisfied Patients Into Referring Patients with *Keith Wassung*


Do you have a clinic full of patients that are very happy with their Chiropractic care, yet very few of them ever refer you a single patient? What would happen to your practice if the majority of your patients routinely referred new patients? This program will equip you with the skills necessary to teach your patients: how to refer, why to refer and the knowledge needed to refer. Mr. Wassung has been a passionate advocate of chiropractic for over 25 years. He conducts 200 lectures a year to the general public and has mastered the art of teaching Chiropractic patients a fun and exciting way to refer others to Chiropractic!

3 pm - 4 pm ICD-10. What You Need to Know to Prepare for the Upcoming Change with *Terry Coy, MCS-P, CPC*

The ICD-10 transition is looming. This session seeks to provide you with the best possible strategies to help your practice begin preparing now. Learn the differences between ICD-9 and ICD-10 and understand how this MAJOR change will affect your office, your staff and your patients. This course will introduce ICD-10 basic concepts, identify the steps on the path to implementation and offer strategies to make the transition as smooth as possible. *Sponsored by Cornerstone Medical Mgt*

4 pm - 5 pm Tired of Insurance Company Rejection? Improve Your Care Plans! with *Terry Coy, MCS-P, CPC*

Chiropractic care plans are one of the elements that can send you down the road to success or failure. Their presence can open the door to more visits - while their absence can slam the door in your face. The most difficult part of treatment care plans is knowing exactly what needs to be included. This class will teach you how to communicate the care being provided in a clear, concise and difficult to deny manner!

 **Holiday Inn Chicago O'Hare Hotel** - 5615 North Cumberland Avenue, Chicago IL 60631 Ph: 773-693-5800 or 1-888 (HOLIDAY) www.hiohare.com Remember to mention the IPSCA to receive the discounted rate of \$89. Located just minutes from downtown Chicago and just off I-90. Nearby attractions include: Rosemont Theatre, Allstate Arena, Wrigley Field, Millennium Park, Sears Tower and shopping on the Magnificent Mile. Complimentary parking, and complimentary hi-speed wireless make this hotel the number one choice for business travelers.



 **Holiday Inn Chicago O'Hare**

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Ph: 773-693-5800 or 1-888 (HOLIDAY)

Group Code: PRA for discounted rate of \$89

April 20 - 21, 2012

Pre-Registration Before April 5th

- IPSCA Members - \$285
 - 2nd Chiropractor - Same Office - \$245
 - 1st & 2nd Year Chiropractors - \$150
 - Retired Doctor/CA/Spouse - \$150
 - Student - Free
- Non-Members - \$375
 - 1st & 2nd Year Chiropractors - \$195
 - Retired Doctor/CA/Spouse - \$165
 - Student - \$95

Standard Reg. After April 5th

- IPSCA Members - \$325
 - 2nd Chiropractor - Same Office - \$285
 - 1st & 2nd Year Chiropractors - \$175
 - Retired Doctor/CA/Spouse - \$175
 - Student - Free
- Non-Members - \$395
 - 1st & 2nd Year Chiropractors - \$210
 - Retired Doctor/CA/Spouse - \$175
 - Student - \$95

Return all Registration Forms to: IPSCA, PO Box 4174, Rock Island IL 61204-4174 Ph: 309.732.3233 Fax: 309.732.3227

Name: _____ Chiropractor/CA
 Name: _____ Chiropractor/CA
 Address: _____
 City/Zip: _____
 Phone: _____ Fax: _____
 Email: _____

Program Choices: (Circle Your Choice)

Friday Evening:	Track A	Track B	Both Tracks
Saturday Am:	Track A	Track B	Both Tracks
Saturday PM:	Track A	Track B	Both Tracks

Tickets:

Friday Chicago Cubs Game \$5 x ____ = ____
****Limited amount of tickets available and MUST registered no later than April 13th*

Saturday Luncheon \$20 x ____ = ____

Method of Payment: Total Amount Due: _____

___ Check ___ Visa ___ MasterCard ___ Discover
 ___ IPSCA Certificate (*must accompany registration form*)

 Credit Card Number Expir. Date

 Authorized Signature Date

Cancellation Policy: Registration fees will be refunded less a \$30 administrative fee for cancellations postmarked by April 16th. All requests received after the deadline date will not be refunded.