Fourth Quarter 2020

#### From the NMCA President

Most of us involved in the Healthcare Delivery System in the United States have experienced 2020 in an incredibly unique way. As with most of you throughout the State, my office has been through tough times before. We have experienced trials and tribulations of many different kinds, but nothing could have prepared us for what 2020 had in store. Optimism was in the air as we started 2020 leading the NMCA into the new year. Those of us on the Executive Committee were making promising headway with our State Government. We were planning exciting continuing education events, receptions, and District meetings. Our great organization was headed into the year with a full head of steam and a wide-open throttle which we were all excited about. Early March proved to be a turning point, however. We all started to hear more about an emerging threat to the Healthcare system at large. A virus which was proving to move from a spreading epidemic to a full-blown pandemic throughout other parts of the world would soon be affecting each of us in different ways. In the early days of New Mexico shuttering businesses starting mid-March the NMCA worked tirelessly on your behalf. We verified that you could keep your practices open and steps necessary to stay in good graces with the Department of Health. Some Chiropractors chose to continue to see patients while others chose to close their businesses. Each of us had an important decision to make based on our ability to mitigate risk for ourselves, our staff, our families and our patients. This was unchart-

ed territory for all of us and there was no road map to help us make these decisions. Though this may have been one of the more challenging times personally and professionally, I got to witness the other aspects of these uncertain times. An overwhelming sense of community and comradery quickly emerged. Members of the NMCA and non-members alike were reaching out to offer help and support to individuals they didn't even know. Helping each other navigate through the uncertainty of 2020 in countless ways. Together we developed methods of adapting to new challenges which we truly had no experience with previously. Each of us gained a new appreciation for each and every patient visit and for those we server every day. There was a true silver lining to this daunting situation. Moving into the holiday season I am optimistic! We now have a greater understanding that together we can achieve great things. With the support of our colleagues, friends and neighbors we can not only survive but we can thrive! As the current president of the New Mexico Chiropractic Association, I have one simple request as we approach 2021. Think about who has your back? Who will be looking out for you and your practice as we move through the end of this year and into the new year? Choose to become a member of a State Association which not only helps you survive, but helps you thrive!





Dr. Ryan Rowse DC, APC NMCA President

#### **Membership Information Enclosed!**

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To contact any of the Board Members or Committee Chairman, go to our website at www.nmchiro.org or contact:

#### **NMCA**

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Be sure to check our website on a regular basis for the most up-to-date information from many different sources!

#### **Editorial Policy**

This Journal is the official publication of the New Mexico Chiropractic Association. The NMCA assumes no responsibility for material contained in articles, letters or advertisements published and publication does not necessarily constitute endorsement of them. The deadline for submission of articles and advertisements is three weeks prior to publication. Advertising rates and submission deadlines can be obtained by contacting the NMCA at 505-280-0689





As we step into December, 2020, I am incredibly grateful for all of you. You have been patient, kind and encouraging as we navigated our way through the year. In our last newsletter, I mentioned the "on demand" training for continuing education that was in the works. I am happy to say, we just completed the program with 138 registered Doctors. It was definitely a new experience for many of us. Our 2021 Annual Convention is scheduled for May 21-23. Due to the uncertainty of in person gatherings, I will be looking at the options of a "live virtual event" and/or another on demand program in case we are unable to meet.

APC Doctors......We have a seminar scheduled with Dr. Brandon Lundell (subject to board approval) for January 15 & 16. It will also be available through an "on demand" platform for those who are not able to attend. More information to come!

You will see a few new names on our Board of Directors page. We want to thank Dr. Andres Arreola and Dr. Catherine Seat for their willingness to serve as District Director!

Last but not least, it is time to renew your membership for 2021. If you pay your membership in full in the month of December, you will receive a 10% discount!!!! The membership forms are included in this newsletter.

As always.....if you have any questions or concerns, please give me a call at 505-280-0689 or email me at nmcassociation@gmail.com.

Love and blessings,

Diana

# Letter to the EDITOR

Dear Fellow colleagues,

Why do we human beings tend to focus on our differences rather than those things we might find in common? This is a question that has puzzled this writer for some time now. Never has the question seemed more relevant at this time in our nation's history as we have just come through a contentious political season. It seems that currently we overlook/forget that we all share a common historical context from the founding of this nation to the present time. Certainly, the history and our leadership has not been perfect. Rarely, "never", have I met the perfect person. Billy Joel sang "Honesty is such a lonely word, Everyone is so untrue. Honesty a word I've seldom heard, and that is what I need from you." So, the question is, what stands in the way of an honest difference of opinion without concluding that one must disappear the other because of the difference of viewpoint? This is what puzzles me and causes me to live in the question. It seems to this writer that there is common ground to the extent that we are willing to seek it. Consider two circles, one is you, and one is me. Each stand separate from the other. Each may have a unique size. (Rarely are all circles equal in diameter). Yet when each circle comes into proximity with the other and they overlap, there is a third shape formed. It would not come into being if the two circles stay independent one from the other. So here is the possibility, two circles overlapping, means something possible may progress, create a potential ideal, that each could not do on its own, a third entity.

They need each other in order to create something that I like to call common ground. One can focus on differences ad infinitum. Ultimately this results in a kind of retro tribalism that does not serve the mission that we as chiropractors say we are on. That mission is to be of service to our fellow man. Each of us has unique abilities, training and strategies in our quest. Our profession has a long history of judgmental tribalism. It seems to this writer the time for reassessment of how this has worked to our detriment is in order. Might we be willing to take a stand for seeking that which we have in common and not let our differences continue to be a barrier to our collective professional future? This can only begin with a willingness to have the conversation. Enough said,

Herbert M Beatty DC, FICC

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#### 2020 NMCA PAC Report

Like everything else on this planet, the NMCA PAC had felt the burden of the COVID-19 pandemic. Despite temporary setbacks and delays in achieving our goals the future is bright and we continue to promote our profession and the professionals in our association to the New Mexico legislative body and state officials.

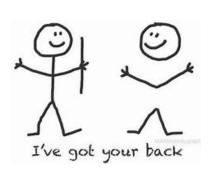
During the recent election cycle the NMCA PAC submitted a survey to every legislative candidate and received over 60 responses. The information gained is invaluable and will provide incredible opportunity to further engage our legislators moving forward. One question we asked was: "Is there a Chiropractic Physician you know and respect?" The number of NMCA members that were listed was inspiring.

Reviewing the results of the recent election, it is my assessment that all the supporters and sponsors of our recent legislation, were reelected. This is encouraging for our long term goals, but we must continue to engage and develop relationships with our induvial legislators. I implore everyone to contact their local legislators and introduce themselves. I promise they want to hear from you and will value your input.

The coming 2021 legislative session has a lot of unknowns. There is significant uncertainty surrounding how hearings will occur or if the session will even be held during the same time as most years. The NMCA PAC will continue to monitor the situation and be prepared to adjust accordingly. Due to the uncertainty of the coming session the NMCA PAC is still considering and strategizing on legislation and bills.

Respectfully submitted,

JC Moore, DC-APC NMCA PAC Chair



Our stated priorities remain the same: Medicaid coverage of services provided by a chiropractic physician, chiropractic physicians inclusion in rural health care tax credits, and changes to the advanced practice certification process. As of the time of this writing we are still considering what if any legislation will be presented during this unique session. As always our lobbyist Linda Siegle will be watching for any legislation that could negatively affect our profession.

As I mentioned above the COVID-19 pandemic has had significant repercussions to the NMCA PAC and our agenda. Meetings with state leaders have been delayed, APC curriculum development and formation has been slowed, and PAC contributions have declined. The NMCA PAC budget is 100% dependent on donations from members like you. Early in the pandemic when restriction were put in place the monthly contributions to the NMCA PAC declined. As I have previously stated, for too long the PAC had been dependent on large donations from too few members. I again ask everyone to please donate to the PAC. Everyone can see how quickly things can change during times of crisis. It is critical that during these times of upheaval we have an ambassador for our profession in the form of lobbyist to watch out for our interests. Please consider a \$20 a month contribution.

Finally, the NMCA PAC did receive a transfer of money from the NMCA general operating account after an internal audit. It was determined that funds approved by the NMCA membership in 2017 to be transferred to the NMCA PAC previously, were not fully transferred.





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### **SPOTLIGHT!!**

Lifetime Achievement Award Recipient Dr. William Doggett's story.....

#### Almost a lifetime of service

I've been asked to describe my path into chiropractic and the circumstances that allowed me to be awarded the first NMCA Lifetime Achievement award. So, I'll start at the beginning.

When I was in the retail clothing business, back in ancient times (1970's) I experienced what I euphemistically refer to as a testosterone overload. While traveling a back road in Virginia in my little Fiat and a gravel road I trusted street signs. This one said that the turn was 90 degrees and I was sure that I could slide the back end around that curve at 60 MPH without a problem. Oops, the curve was 120 degrees and the car left the road and struck a dirt berm at the edge of a farmer's field. I was fortunate enough to have the sense to wear a seatbelt and only the upper half of me went out of the window. The lap belt (no shoulder belts at that time) kept me in the car but the force of the side impact caused something to happen to my lower back. I was unable to lift, bend or carry things, activities that were necessary for my job and so I had to seek care. I did what most at the time would do medical, physical therapy and pain meds. None of that was helpful over a few weeks and my wife ( Diane Polasky) talked me into going to a chiropractor there in Arlington, Virginia. Within a few treatments I was feeling better even though the x-rays he had ordered found that I had fractured the left pars at L5 (a traumatic spondylolysis). Since there were no indications of surgical need we continued to treat using standard chiropractic methods. I was so impressed with the treatment that I

decided that chiropractic was an area of study that I should pursue.

Having been a political science major for the two years of college that I had already finished I had a bit of catching up to do to finish that basic requirements for matriculation to any of the colleges of chiropractic and so I enrolled in the needed science courses at George Mason University and Northern Virginia Community College while I returned to the retail sales floor and took a position in the lab at Mount Vernon Hospital. I found many books on chiropractic (some of them green) and proceeded to study chiropractic by reading them in the staff lunchroom at the hospital. Many MD's noted my area of study and had comments, none of them very disparaging. When I completed by pre-chiropractic requirements, I applied to 4 colleges, LACC, Logan, Palmer and National. I was accepted to all pending interviews. In looking at the pros and cons of living in the area of those colleges we decided to go directly to LACC where I was fortunate enough to be admitted despite some not so good grades in my initial college experience (1969-1971).

At LACC I became ASB president and enjoyed working with the board of trustees in securing a new campus (Whittier). I was also fortunate enough to have so many great and forward thinking classmates and friends such as Lucy White-Ferguson, Art Croft, Joe and Mike Leahy, Paige Morganthal, as well as an administration led by Heath Quigley, a Palmer who had been director of the chiropractic psychiatric hospital in Iowa.

I was a member of the ACA from the first trimester and eventually was awarded to ACA Outstanding student award for LACC when I graduated in December 1982.

Knowing that we did not want to live in SoCal and that I had no fear of the clinical requirements Diane and I took planned trip around the western US just as I was to start clinicals. I set up interviews with various DC's in California, Arizona, New Mexico and Oklahoma. I specifically looked for ACA leaders in those states. As the trip continued through California and Arizona we found our selves in New Mexico. We were cresting 9-mile hill on an April morning and looking down on the town felt that this would be the place we would settle. I interviewed Dr. Mertz, Dr. Lehman and Dr. Peterson that day and found that we had more time than expected before we were to leave for the next stop. I looked through the phonebook (remember those) and found myself looking at a ½ page add by Dr. Plaman. I decided that this must be a sign and decided to cold call him. We met and had a wonderful discussion on the state of chiropractic in New Mexico and his ideas for starting a multiple office business. He said he would give me an office in a part of town that had no DC and about 60,000 residents if I would graduate and move the Albuquerque after passing the boards. That was the beginning of a wonderful 18 years and being on the ground floor of CareMore Chiropractic. While with CareMore I became the district representative for the Bernalillo county chiropractic association and later with the NMCA.

There was a split in the NMCA in the late 90's and we changed to name to United Chiropractor of New Mexico. There was a severe lack of membership, I think we were down to about 75 members, so I assumed to roles of president and secretary and began e-mail news to our members. Gradually the membership improved, and others became involved. Following a bit of trouble with our name change we returned to be the NMCA and I served as district director and eventually president. Political activity was poor, we were not represented by a lobbyist and we had no presence in Santa Fe. I ran into a retired Congressman, Frank (Pancho) Padilla who had become a "Patron" in the Democratic party. He knew everyone in Santa Fe and had the respect of all the legislators. He agreed to help us out for \$500 per month and we started going to breakfast at Barela's were many of the local and state legislators would meet for breakfast and we traveled to Santa Fe during the sessions for about 5 years. Pancho taught me a great deal about working with legislators and getting bills introduced and passed.

As the membership grew, we became more organized and the PAC was established (thanks to Dr. Pearlstein and Linda Siegle). I continued to travel to Santa Fe with Pancho until shortly before his death and still miss our discussions and the way people in the round house treated him. He knew everyone by name from the lowest level employee to the governors and treated everyone with the same level of respect. I spent a number of years as the ACA alternate under Dr. Mertz and progressed to be the ACA delegate on his death. During that time I learned a great deal about national politics and participated in discussions with our federal representatives. In organizational leadership it has always been

my philosophy that you must raise your replacements, much in the same way that Dr. Mertz groomed me to move up to take his place. So I tried to recruit younger doctors that just needed a little encouragement for them to move into leadership roles.

My award for Lifetime Achievement is really the result of the direction and encouragement that I received for those that came before be including, but certainly not limited to, Drs. Mertz, Brassard, Ackerman, Lehman, Plaman, Rogers, Alexander (father and son) Johnson, Jones, the Atchley family, the Mitchell family, Goforth and many other DC's and non-DC administrators that have shown me the way. I have certainly forgotten to acknowledge some of those important individuals, and I apologize to them.

As I enter the final stages of my career and lifetime, I want to encourage younger DC's to go beyond your comfort level and become involved in your state and national organizations. Widen your window on the world of healthcare and remember that the best healthcare system is one that puts chiropractic into each and every multi-professional delivery facility. It's always been my feeling that if chiropractors were involved with every hospital, urgent care, sports team and residential facility that individual lives would be improved and suffering reduced.

William (Bill) Doggett DC FACO FICC





# take care of yourself

(you deserve it!)

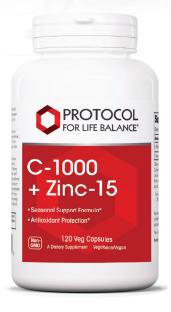




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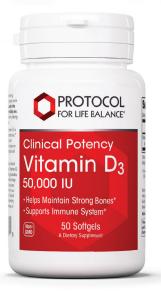
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#### Wednesday, October 7, 2020

#### By Sienna Shoup

Editor's Note: This month, the chiropractic profession celebrates National Chiropractic Health Month with the theme Active and Adaptive, which aims to help people adapt in healthy ways to the new normal. Below is an interview with ACA member Dr. Michael Pridham, who is also helping people to adapt to their unique circumstances in a positive way through sports.

Staying active and doing what you love is important. When faced with challenges along the way, the best thing you can do is maintain a positive attitude and adapt to the unique situations you are faced with. Thanks to new technologies, volunteers, and programs like the Adaptive Sports Program of New Mexico (ASPNM), people living with disabilities can do just that.

ASPNM is a multi-location, non-profit organization that has been around since 1985. ASPNM proudly offers a variety of therapeutic recreational activities and adaptive sports year-round to children and adults with disabilities, including skiing, snowboarding, water sports, river rafting, yoga, rock climbing and more. Some programs are open to family members and caregivers.



ACA member Michael Pridham, DC, of New Mexico (pictured with an ASPNM athlete) has been an Adaptive Sports Program volunteer instructor since 2009. Below, *ACA Blogs* asks Dr. Pridham about his experience with the program and the special athletes it serves.

#### How did you find out about ASPNM?

My physiotherapy professor at Logan University, Dr. Laney Nelson, started a collaboration with the Missouri School for the Blind. Dr. Nelson invited me to ski with him and the students one evening. We helped a man with paralysis in all four limbs to ski in a chair with

skis instead of wheels. He was so happy to be flying down the mountain, and I was instantly hooked!

#### What motivated you to get involved?

I have often thought of how devastated that I would be if I could not ski. Helping others ski makes me feel like I am giving back to society in a very fun and positive way.

#### What types of disabilities does the program work with?

Athletes with all types of disabilities are represented in the program, including Autism Spectrum Disorder (ASD), Attention Deficit Disorder (ADD), cerebral palsy, chromosomal disorders, visual impairments, intellectual impairments, spinal cord injuries, spina bifida, stroke, traumatic brain injuries, Multiple Sclerosis, and Muscular Dystrophy. There are also veteran-specific programs that focus on amputations, Post-Traumatic Stress Disorder (PTSD), and other industry-specific disabilities.

The idea is that everyone can be included in outdoor activities such as skiing, snowboarding, water sports, yoga, archery, and mountain climbing. The instructors help each athlete with adaptive equipment, along with physical and emotional support.





	NAME		M/F		
	Office Address				
	City	State	Zip		
	County	Office Phone ( )Fax (	)		
	E-mail				
	Date of Birth	MarriedSingleSpouse's Name_			
	Chiropractic College	Gradu	_Graduation Date		
	Other College(s) attended_		e(s) Received		
	Board certified in these spe	ecialty areas			
	To what other Chiropractic Associations do you belong?				
	Do you have a valid NM Chiropractic License?License Number				
	When did you begin practicing in New Mexico?In what other states are you licensed to practice?				
	Techniques used in practice include:				
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		\$250 first year in NM for previously licensed DCannually	\$		
	New Licensee:	\$0.00 annually (within 1st 12 months), \$100 annually (within 2nd 12 months), & \$200 annually (within 3rd	\$		
		12 months) for DCs just out of Chiropractic College			
	Out-of-State Doctor:	12 months) for DCs just out of Chiropractic College \$150 annually (licensed DC practicing outside NM)	\$		
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☐ I wish to contribute to the <u>President's Circle</u> , a one-time payment, in the amount of \$							
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Payment Type: ☐ Credit Card ☐ Charge my Checking Account ☐ Personal Check Enclosed							
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Checking Account:							
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Credit Card:							
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The state of the s	Exp. Date						
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Payment Type:   Credit Card	☐ Annually					
☐ Charge my Checking Account						
☐ I wish to contribute a one-time payment in the amount of \$						
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**MILLION+ POUNDS** 

of herbicides used per year 2,3

**167** 

**INDUSTRIAL CHEMICALS** 

found in adults with no employment-related exposure 4



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- 1. "About," National Toxicology Program, US Department of Health and Human Services, accessed March 13, 2018, https://ntp.niehs.nih.gov/about/index.html.
- 2. Arthur Grube, David Donaldson, Timothy Kiely, and La Wu, "Pesticides Industry Sales and Usage 2006 and 2007 Market Estimates," Washington, D.C.: United States Environmental Protection Agency, February 2011, PDF e-book, http://www.epa.gov/sites/production/files/2015-10/documents/market\_estimates2007.pdf.
- 3. Michael N. Antoniou et al., "Concerns Over Use of Glyphosate-Based Herbicides and Risks Associated with Exposures: a Consensus Statement." Environmental Health 15, no. 1 (2016): 1-13. https://doi.org/10.1186/s12940-016-0117-0
- 4. Joseph W. Thornton, Michael McCally, and Jane Houlihan, "Biomonitoring of Industrial Pollutants: Health and Policy Implications of the Chemical Body Burden," Public Health Reports 117, no. 4 (2002): 315-23.

\*These statements have not been evaluated by the Food and Drug Administration. These products are not intended to diagnose, treat, cure, or prevent any disease.





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# Classified Ads

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- O7 PRACTICE FOR SALE
- O9 EQUIPMENT FOR SALE



# JOB OPPORTUNITIES

#### 1. ASSOCIATE NEEDED

Would you like to begin as an associate and have the opportunity to grow into a partner with an ownership stake in a successful/profitable practice? Are you wanting to be treated honestly and fairly? Daugherty Spine & Disc is the place for you (check out our Google reviews)! We offer a base salary plus profit sharing. We are located in beautiful Las Cruces, NM. Dr. Daugherty is a Spine specialist who has been practicing for 17 years. We are the perfect place to commence your Chiropractic journey. Here in NM we offer Plenty of outdoor activities including boating, kayaking, fishing, hiking, snow, and water skiing, and more. If this sounds interesting to you or know someone who you believe would be interested, please contact us your information ASAP and let's talk. Email me your contact information at d\_chiro@hotmail.com

#### 2. IMMEDIATE HIRE FOR PART-TIME ASSOCIATE IN SANTA FE, NM

Doctor is has health issues and needs to back out of practice immediately. Potential for Purchase. Willing to train and provide smooth transition. Experience or None is ok. 505-310-0461

#### 3. CHIROPRACTORS NEEDED

RedRiver Health and Wellness Center, Chiropractic Physicians focusing on Functional Medicine and Disorders of the Endocrine System, is expanding and seeking exceptional and outgoing Chiropractic Physicians to join our growing team. We currently have seven locations. Chiropractors with current Certifications in Functional Medicine preferred, but not required. Please email your CV, a cover letter, and graduate school transcripts to: apply@redriverhealthandwellness.com To learn more about us, please visit: www.redriverhealthandwellness.com

#### 4. ADVANCED PRACTICE DC

Looking to relocate to New Mexico! 2010 Palmer (lowa) DC. 2019 NUHS MS. Diversified, drops are my chosen techniques. Looking to start mid/late summer 2020. E-mail drsebastian2010@yahoo.com

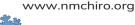
#### 5. CHIROPRACTOR NEEDED

Clinic in Santa Fe is searching for the right D.C. Consistent stream of personal injury and cash patients. Established in NM for 15+ years with loyal support staff. \$70k base plus uncapped monthly bonus, malpractice insurance paid and moving allowance available. Don't miss out on this opportunity...email resume to paul@otowiusa.com and let's talk!

#### **6. ASSOCIATE WANTED IN ALBUQUERQUE**

Salary, Percentage, & Eventual Ownership! Successful clinic expanding. Come be part of our growth. STUDENT LOAN REPAYMENT PROGRAM AVAILABLE. Give us a call at 505-259-1731 or contact us at info@blessingchiro.com





#### 7. ASSOCIATES NEEDED

In Colorado, Texas, and Arizona.

Are you a Caring, Compassionate, Energetic, Family-Practice Focused Chiropractor? If so, we are inviting you to be part of our office expansions. We are looking for Enthusiastic Associates in our Arizona, Colorado, and Texas offices to help us grow!!! All are GREAT places to raise a family!!! All have wonderful, trained, caring staff members!!! All have thriving patient-bases!!! All that's missing is YOU!!! Full-time positions, salary \$50k-\$80k per year, D.O.E. and abilities, Malpractice Insurance paid, Bonuses to be earned!!! Immediate openings in all 3 areas! Send resume to liveschiro@yahoo.com to begin this next and exciting chapter in your life!

#### 8. PART-TIME CHIROPRACTOR NEEDED

Established chiropractor has been in business in Albuquerque, NM for over 20 years. We have a small but busy practice and we are looking for a part-time associate with a minimum of 2 years of experience in a medical office as a professional or internship, a certified D.C. who demonstrates skills for excellent customer service, time management, and maintain a professional relationship with patients and office staff

**Hours:** Part-time 5-10 hours per week with possibly going full time in 6 months to 1 year **Location:** near the University of New Mexico

**Compensation:** you will be paid per patient with opportunity for more hours and future ownership of the practice

**Techniques:** Ability to learn or add to the following- applied kinesiology, trigger point therapy, cranial sacral technique, sacral occipital technique, bio-energetic synchronization technique, and diversified/mixed.

Please respond by email to: Diversifiedchiro@gmail.com with your cover letter and resume.

#### 9. CHIROPRACTOR NEEDED

Doctor of Chiropractic needed for two Albuquerque locations with a 3rd opening soon. Good base pay plus bonuses immediately available! Call Greg at (972) 401-1699.

#### 10. ASSOCIATE DC WANTED

Chiropractors...Don't Miss This Once-In-A-Lifetime Opportunity!!! Excellent Office in Lubbock, TX is searching for the right Associate D.C. Great Patient Base, Fully-Trained Staff, Wonderful Location...ALL IT NEEDS IS YOU!!! Starting Salary of \$60K/yr with Raise Review after 60 days!!! Bonuses!!! Malpractice Ins. Paid!!! AND Option to Buy, With Owner Financing Available!!! Send resume to s.morris777@yahoo.com OPPORTUNITY IS KNOCKING...ANSWER IT BEFORE SOMEONE ELSE DOES!

#### 11. CHIROPRACTIC DOCTOR WANTED

Northern New Mexico Health Center has a position open for a full or part time Chiropractic Physician. We are an integrated medical group of massage therapists, acupuncturists, and chiropractors. We have an established clientele and have been in business since 1983. Our office includes seven treatment rooms, a retail department, and a Chinese and western pharmacy. We have two locations, one in Santa Fe, the other in Arroyo Seco. nnmhealthcenter.com 1nnmhc@windstream.net 505-753-7576



#### 12. BUSINESS OPPORTUNITY

Are you wanting more success for your time and effort? Are you wanting a better quality of life? Become one of us! We are franchising in your State! Advantages of joining the Centro Chiropractic Clinic franchise system:

- -What you currently collect each month is yours to keep! Our fees are from your growth after joining the Centro family!
- -Proven systems that work
- -Robust Marketing and advertising
- -We are your back office-
- -Billing, collecting, deposits
- -Payroll, monthly bills and year end
- -And much more!

What's left for you to do? You get to do what you do best, be the great doctor you are, maintaining sole discretion on treating your patients while managing your clinic staff. We handle the rest! Visit centrofranchise.com, call 844-212-7212 or email us at matt.kerner@centroclinic.com to learn more today!

#### 13. ASSOCIATE DOCTOR NEEDED

TAOS, NM – Associate Dr. needed in established Activator/Impulse/Diversified practice. Activator knowledge needed. All techniques welcome. A great opportunity. Live the good life! jlewdc@msn.com 575-758-2944

#### **14. DC WANTED**

For busy, 2 DC, Multidisciplinary Group Practice, in Albuquerque, New Mexico. Monday – Friday, no weekends. Excellent competitive salary, paid vacation, malpractice, sick days, bonus and more benefits available. New grads OK, will train. Email resume to; dc.resume@dseincorporated.com Call 941 735 8610 for further information.

#### 15. ADDITIONAL CHIROPRACTIC DOCTOR WANTED

Offered is an excellent opportunity for professional growth in a busy and growing chiropractic clinic in South Central New Mexico. We have been recognized locally as the "Best of the Best Chiropractor" for the last seven years running. In addition, we won "Business of the Year" in 2016. We average over 1,100 new patients due to internal and external referrals, our excellent reputation, a busy marketing program, and excellent patient outcomes. A qualified candidate will exemplify integrity and honesty, and must have a positive, hard-working, patient-first attitude. You should have the requisite abilities of a doctor who can perform a proper consultation/evaluation, interpret exam and x-ray findings, assign an appropriate working diagnosis, present a reasonable treatment plan, transfer patients into wellness care, and of course - provide great adjustments. We are fully staffed with well-trained, caring professionals in management, insurance, therapy, at the front desk, and in IT. We are in a large, modern, and clean, facility with plenty of parking. We are up-to-date with EHR and utilize digital radiography, decompression therapy, laser therapy, trigger point injections, etc. We are perfectly suited for recent graduates and for seasoned doctors. Whether you're looking for a great environment in which to learn from the "Best of the Best" or you're tired of running your own clinic - exhausted from the grind, no vacation relief, struggling to get new patients - this is your place! For more information, including salary, paid vacation, bonuses, and benefits offered, please send your resume to docprecure@msn.com.





#### 16. MEDICAL ASSISTANT OPPORTUNITY

Medical Assistant wanted for busy Chiropractic office. We are an acute care clinic looking for a hard working, detail oriented, self driven individual who is kind, caring, health conscious and a team player. This is a non smoking environment. Experience is not necessary but you must know about and believe in Chiropractic care. Our office hours are Monday, Tuesday and Thursday 8:30-6pm Wednesday 1-6pm and Friday 8:30-2pm. If interested please send cover letter, resume and 3 references to heightschiroabq@gmail.com or fax to 505-888-8836.

#### 17. ADDITIONAL CHIROPRACTIC DOCTOR WANTED

We are looking to expand our practice, not replace an existing chiropractor. We are very happy with our current team, but would like to add another member to the team. We see anywhere from 45-75 patients a day. The position is for either 4 or 5 days a week and salary will be based on how many days you choose to work. Training will be 5 days a week until we feel you are able to pick up our methods and approaches. Bonus is based on productivity. Job Types: Full-time, Part-time Salary: \$4,000.00 to \$5,000.00 /month Contact is Dr. Gray: 575-302-6943 or drgray@ltchiro.com

#### 18. ASSOCIATE CHIROPRACTIC DOCTOR OPPORTUNITY AVAILABLE

Santa Fe NM. Join an established and successful office. Back to Health Wellness Center offers multiple and unique services including chiropractic adjustments, manual and instrument, applied kinesiology, nutrition response testing, advance muscle integration technique (AMIT), the heart sound recorder, true cellular detox, and more. We are interested in a seasoned doctor looking to branch out and work with a team or new graduates who are teachable with promise and talent as well. Hoping to build a long-term relationship with the possibility of partnership. Pay will be based on a percentage of gross compensation. All office protocols are in place, such as reception, billing, etc. We are a fee for service practice as well as accepting many major insurance companies. To apply send resume to Dr. Chaz Schatzle at chazdoc@gmail.com

#### 19. FULL TIME PARTNER DOCTOR WANTED

Immediate opening with ownership opportunity. Solo family chiropractic practice, with doctor retiring soon, is looking for a full-time partner doctor. Buy-in or earn your way to ownership. Must be personable, caring, professional and passionate about working with patients and improving their health. Compensation negotiable, includes base salary plus production bonuses. Get clinical and office training by doctor with 25+ years in the business. Must have current DC, but will consider students nearing graduation and accreditation. Relocation bonus available.

About our Community: Farmington, NM, located in the Four Corners area of New Mexico, is nestled in the picturesque San Juan River valley, within sight of Colorado's rugged San Juan Mountains and the desert highlands of Arizona and Utah. Enjoy the Southwest culture, art, outdoor activities, family community and big, open skies. For the outdoor enthusiasts, jump on the nearby ski slopes, raft the white-water rapids of the Animas River, tackle off-road adventures, rock climb the dessert, or fly fish the world famous rainbow trout fishing of the San Juan River. Experience the wide variety of cultural experiences with the performing arts, museums, native culture, galleries, and gaming. Enjoy all the adventure, cultural, and family-oriented benefits this community offers. For more about our community visit https://farmingtonnm.org/

If you are interested in learning more, please request a phone interview at https://goo.gl/RwHesi



#### 20. ASSOCIATE DOCTOR NEEDED

Associate Doctor (Chiropractor) needed for established practice. Associate doctor will have incredible opportunity with practice and beautiful office with latest technologies, with possible buyout in future.Call Dr. Will Smith 575.693.1999

#### 21. PRACTICE COVERAGE FOR NEW MEXICO & WEST TEXAS

Coverage for large or small practices with affordable rates for any size practice. Twenty-six years experience in private clinical practice and four years with practice coverage. I provide near seamless coverage with the technique you practice as I am proficient in most mainstream techniques (Diversified, Bio-Physics, Thompson, Activator, Active Release & Applied Kinesiology). Proficient with X-ray (analog & digital), Myovision SEMG, PT Rehab Exercise & Electrotherapies. Licensed in Texas & New Mexico - Proficient in clinical & conversational Spanish. Dependable and Honest; Satisfaction Guaranteed Contact: John L. Scarborough, MS, DC. email: drtlc@wvi.com or call (541-350-5266) References upon request. Enjoy the time off you deserve & return to a happy practice. Thank you!

#### 22. JOB OPPORTUNITIES

We are looking for an associate chiropractor for our clinic in Rio Rancho, NM. The position is 5 days a week for \$5,000/month or 4 days a week for \$4,000 plus monthly bonuses based on production. We are a busy clinic and you will be seeing about 20-30 patients a day. You will learn a lot about patient education and patient management. Malpractice insurance is covered and we will pay up to half of your health insurance if needed. Please contact Kyle Gray at either 575-302-6943 or 505-891-3111 or email at drgray@ltchiro.com

#### 23. JOB OPPORTUNITIES

Looking for a dynamic chiropractor interested in great adjusting and holistic integrative services in beautiful Santa Fe, NM. Join a thriving holistic center, in a beautiful office and location, where patients come first. ElleWell offers diverse services including chiropractic, acupuncture, massage, hormone balancing, nutrition therapy, integrative health coaching and yoga/movement therapy. We are interested in both new graduates who are teachable with promise and talent as well as seasoned doctors looking to branch out and work with a team. We take several of the major health insurances including BCBS, Presbyterian, Cigna, and Medicare. We currently have a patient base of over 2000 and growing steadily. We see patients with a variety of conditions including musculoskeletal problems, internal medicine issues and people seeking general wellness and lasting vitality. Competitive base salary with the option for performance bonuses, health insurance and 401K offered. We are looking for someone who wants to build long term relationships that can turn into partnership. To apply send resume to ElleWell, email: elle@ellewell.com, or in person at 933 Baca Street, Santa Fe, NM 87505. Call for questions at 505-629-3116.



## PRACTICE FOR SALE/ OFFICE SPACE AVAILABLE

#### 1. 30 YEAR ESTABLISHED PRACTICE FOR SALE

Work 3 days per week with collections averaging 350K per year. Call 505-330-3330 for more information. Well established 39 year Cash practice for sale. Central Albuquerque location. Ample parking and visability off of a high traffic area. Practice has 3 treatment rooms, Hill Tables, Therapy equipment. New (hardly used) Xray machine with auto developer. Technique used is a mix of Diversified, Pierce Stillwagon, Activator (Upper Cervical), and considerable soft tissue work with Kinesio Taping (Dr. can instruct interested party). Asking an extremely reasonable price to interested party. Please leave inquiries with drstribling@gmail.com

#### 2. PRACTICE FOR SALE

Established For 26 Years in Beautiful Santa Fe, New Mexico. Mountain Views and Amazing Outdoor Activities. By Owner

Chiropractic, Physical Therapy Modalities and Spinal Decompression Practice. We see patients for Auto Accidents, Work Injuries, Chronic or Acute Conditions, as well as Wellness Programs.

The Non-Surgical Spinal Decompression Protocol Treats Disc Herniations or Bulges, Facet Syndrome, Paresthesias, Degenerative Disc Disease with amazing Success and with lots of testimonials. Spinal Decompression Protocols are cash based. Otherwise we take some insurance but much of it is cash based.

Office Manager has been with me for 10 years. Established Electronic Billing. Established patient procedures. Over 3 years collection averaged \$350,000 per year plus established subleasors. 1500 square feet with 5 treatment rooms plus Digital X-rays.

New Information of new SBA Care Program for Business Purchases. As a result of Covid 19 and the Stimulus Package, The SBA is providing loans (7a) to purchase Businesses with less requirements for applications and approvals, low interest and pay back is not required for 6 months. They are making it easier to purchase businesses during this Pandemic. Research it yourself.

Willing to help, train and stay for transition. Practice is being sold due to health reasons. Doctor is a Palmer Graduate.

Price: \$225,000 Reduced to \$150,000

Call: 505-310-0461 Email: santafechiropractice@gmail.com

#### 3. OFFICE SPACE FOR RENT

Classic Chiropractic Clinic has shared office space for rent. 2 rooms  $10\times11$ , 1 room  $10\times22$ . robertwhiteddc.com. classicchiro@gmail.com Dr. Robert Whited, Classic Chiropractic Clinic, 401 N. Union Ave, Roswell NM 88201 Cell phone: 575-317-1944 Office phone 575-623-9983

#### 4. FOR SALE-CHIROPRACTIC FACILITY. (WITH OR WITHOUT EQUIPMENT)

Centrally located in Albuquerque NM. For additional information please contact Mr. Dustin Gudelj at DustinKWrealty@gmail.com or 505-205-2475. Looking forward to hearing from you!



#### 5. PRACTICE FOR SALE

Dreaming of Owning Your Own Clinic??? Want To Do It Easily AND With Little Out-Of-Pocket??? This Is YOUR Chance!!! Lubbock D.C. Retiring!! Fully Equipped Clinic with Digital X-Ray, Intersegmental Traction, EMS, Flex/Distraction, VibraCussor, ATM, and Rehab Equip/Area! Fully-Trained, Excellent Staff Seeing 35-45 Patients/Day! Great Place To Raise A Family! Retiring D.C. Will Finance!! Quick and Easy Transition!! Great Location!! Don't Miss This Excellent Opportunity!! Please send email to s.morris777@yahoo.com

#### 6. PRICE REDUCED

Profitable CASH practice: Tired of Insurance Hassles? 200K/year, less than 12 hours/week. 20 Year established practice, very very low overhead, no employees. Structural based practice with labs & nutrition. Ability in muscle testing helpful. Any questions, please respond to: abgdcchiropractor@gmail.com.

#### 7. OFFICE SPACE AVAILABLE

Office space for rent In Chiropractic Wellness Center, Santa Fe, NM. Terms and price negotiable. Does not have to be a Chiropractor. Call or email for more information. Dr. Nina Gilbert 505-984-1222 email: gilbertchiro365@gmail.com

#### 8. PRACTICE SPACE AVAILABLE

Right in the center of the Historic town of Mesilla. Featuring a well appointed, fully equipped facility serving a growing middle to upper class clientele. Our convenient location is near many destination locations. Highlights include a growing 22 year old chiropractic office. The facility is well-equipped with a reception area, adjusting rooms, kitchen, mechanical roller table therapy, lumbar traction therapy, and cervical traction therapy. There are also four contracts with providers in the amount of \$30,000 in sublease. A smooth transition, not only with patients, staff, and insurance participation, but in the community as well, so that you too may enjoy continued prosperity from our referral sources. Please contact Dr. Carol Carson for inquiries. 1-575-640-5502 carol\_carson63@yahoo.com http://backofficeconsults.com/home-6-2-2-2-2/

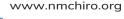
#### 9. TREATMENT SPACE AVAILABLE

Treatment room available for sublease in northeast heights chiropractic office. Rent is \$500 per month, which includes all utilities except phone. The space is available now. Please contact Dr. Zandall Carpenter at 505-888-1550 or email at doctorzabq@Hotmail.com for more information.

#### 10. PRACTICE FOR SALE: SANTA FE, NM

This superb practice is located in Santa Fe, NM, one of the greatest art and cultural centers in he USA. Perfect practice for an associate D.C. wanting to branch out on their own or a recent graduate not wanting to start from scratch. Affordable with steady flow of existing and new patients along with reliable income. Techniques include Thompson, Activator, Diversified and AK. Streamlined 900sq. ft + office space located close to hospital and other health care practitioners. Motivated seller has this practice priced to sell with a guaranteed smooth transition. For further details please contact greg@chiroequity.com, 908-419-7510.





# **EQUIPMENT FOR SALE**

#### 1. EQUIPMENT FOR SALE

1990 Lloyd hydraulic with no drop pieces and no stand up feature. 1990 Lloyd galaxy 900 HS Hylo with no drop pieces, has hydraulic but the vertical stand up feature needs repair. Not expensive. Make offer please. Buyer to arrange pick-up and transport. I plan to close the office at the end of July. Anyone interested can contact me David Rosengren, 310 Garfield St, Santa Fe, New Mexico 87501 (505) 983-1513

#### 2. EQUIPMENT FOR SALE AND OFFICE FURNITURE

Chairs, desks, therapy tables, massage table & chair, pictures, curtains, etc. Call Vince 505-908-4380

#### 3. EQUIPMENT FOR SALE

Zenith Advantage Hi-Low Adjusting Table, Grey & Black Vinyl. Excellent Condition. \$1100 Firm. Dr. Robert Whited, Classic Chiropractic Clinic, 401 N. Union Ave, Roswell NM 88201 Cell phone: 575-317-1944 Office phone 575-623-9983 robertwhiteddc.com classicchiro@gmail.com

#### 4. EQUIPMENT FOR SALE

Hill Anatomotor cervical and lumbar traction, with roller, vibration and heat, excellent condition, \$2500 OBO, call or email for pictures at 269-589-7930, or hammel.samuel21@gmail.com.

#### 5. EQUIPMENT FOR SALE

Amrex U/20 portable ultrasound, \$150. Please contact Dr. Michael Nunnally at 505-310-3507.

#### 6. EOUIPMENT FOR SALE

Konica Minolta SRX-101A x-ray processor, used but in good shape. Selling as a package including 6 x-ray cassettes, ID printer, darkroom light, x-ray file envelopes, unopened and opened x-ray film in bin, fixer and developer and 2 x-ray aprons. Worth a minimum of \$1250 when priced on e-bay. Asking \$250 OBO, must pick up in our clinic in Benson, Arizona. No holds. Please call 520-586-8737 or e-mail sagerunfamily@gmail.com for more information.

#### 7. EQUIPMENT FOR SALE

Lloyd flexion/distraction table, LSI interferrencial 4 channel Interferrencial/high volt/Russian Stim, 2 flat therapy tables, subluxation/fixation demonstration models \$600 obo. Sold as a lot, All in working order, sold as is, Located in Farmington, New Mexico. Contact Lance Myler at <a href="mayler.lance@gmail.com">myler.lance@gmail.com</a>

#### 8. EQUIPMENT FOR SALE

Used film processor, (in excellent condition), stand, cassettes, safe room light and I.D. flasher, installed in the Albuq area, 1,500.00 plus tax. For more information, call John at 505-507-4659 or email me at whitew310@aol.com Film processor cleanings, service and supplies also available

#### 9. EQUIPMENT FOR SALE

Leander Lite table (www.leander-tables.com/lite.html). Electric elevation. Manual flexion-distraction. Many features, some custom. For details, email DrJ@NMPM.com or phone Dr. Jonas Skardis at 505-670-5060.

#### 10. EQUIPMENT FOR SALE

Brewer Access Exam Table, Model 4000-07-LSR 106, (2 Drawers / 1 Cabinet) Blue, Like New Condition, \$900.00; Clinton Industries Exam Table, Model 8870, (4 Drawer) Blue Like New Condition, \$500.00; 2-Clinton Industries Model 1010 Classic Series Treatment Table, Blue, Like New Condition \$275.00; Clinton Industries Model 1010 Classic Series Treatment Table, Burgundy, Like New Condition \$275.00; Treatment Table, Metal Legs / No Model Number available, White, Good Condition \$200.00 Call Dave – 505-379-5768

#### 11. EQUIPMENT FOR SALE

Electric Hill Chiropractic table with a thoracic drop-away piece. Only used it part-time beginning in 2010. It is a mint green color, excellent condition. 2300.00 OBO. Please contact Sharon at <a href="mailto:sharonacoles@msn.com">sharonacoles@msn.com</a> or 720-300-7528

#### 12. EQUIPMENT FOR SALE

Dynatronics hi-lo table, perfect condition, brand new motor \$1,250.00 Contact Dr. Karin Cook 575-640-7068, Las Cruces NM 88011

#### 13. EQUIPMENT FOR SALE

Avant LZ30-Z Laser with stand, charging station, waterproof/shockproof case, acu-head for specific treatment areas and 2 pairs of safety glasses. Bought new for ~\$6000 just over a year ago and selling for \$5000 o.b.o. Please Contact Dylan Beamer at 503-806-7558 for questions.













Dr Lyman Atchley receives the NMCA Lifetime Achievement Award!!!



Dr. Ryan Rowse receives the NMCA Chiropractor of the Year Award!!!







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