

Chiropractic News

March 2005

From the Chiropractic Fellowship of PA



THINKING LIKE A CHIROPRACTOR – Sharon Gorman

We had our third monthly Focus Philosophy Night Saturday. It was awesome. The featured speakers were Jim Hilston and Peter Lawrence. Peter spoke with incredible enthusiasm about the mission trip he just spearheaded to Tobago. Jim did a good portion of his talk on how he thinks like a Chiropractor. He sees the Chiropractic principle almost everywhere he looks. He spoke about many of the current news stories and showed how these stories demonstrated the strength of the human spirit. He also talked about some of the signs of spring that he is already seeing and spoke about how these signs demonstrated the intelligence of innate. He then gave several instances of people in his practice who had symptomatic changes both good and bad and how ultimately these changes demonstrated the wisdom of innate and the beauty of being a Chiropractor and being able to witness these miracles. He sees Chiropractic everywhere he looks. Do you? Are you a Chiropractor or are you living a Chiropractic life? Are you into Chiropractic or is Chiropractic in you? It isn't hard to see the miracles of life wherever we look. It is a little harder to trust that intelligence when it comes to our own body and our own health. So much of our job is to convince others of this intelligence and have them rely on that Life Force to keep them healthy and well. The surer you are about chiropractic and the tighter your Knot is the bigger your practice will get. There is one other trick to it too. The trick is to share this truth without having people know that you think so differently than them. The trick is make a soft easy conversion without them even noticing the changes that they are making in the way that they are making because people resist change. We have to become a walking example of what we hope them to be changing into. Chiropractic needs to ooze out of our pores. We get stronger in our understanding by selecting our thoughts wisely and choosing to see the miracles of Chiropractic everywhere we look.

Chiropractic Coalition Legislative Day

The Chiropractic Coalition is holding their annual Legislative Day on April 14, 2005 in Washington DC. Last year this event drew more than 600 DCs and chiropractic supporters to the U.S. Capitol to hear legislators and health care officials discuss chiropractic's role in the Health care system. Numerous doctors met personally with their state lawmakers to explain the needs of the nations estimated 60,000 licensed DCs. This is an ideal opportunity for us to meet with Pennsylvania congressman to discuss the daily issues we face as Chiropractors. Many U.S. Senators and Representatives have committed to speak during this event including Senator Ted Kennedy.

Don't worry if you feel you have no experience in these matters. The Coalition makes it easy and fun to meet with your legislators and you will leave with such a sense of accomplishment you'll never miss another.

There is no charge to attend and it's an extraordinary way to make a difference for the future of chiropractic.

For updated information and to register for the 2005 Coalition Joint Legislative Day visit the Coalition website.

www.chiropracticcoalition.org

Know THE RULES! Get the tools! Seminar

Saturday, April 16th, Howard Johnson's in Bartonsville

Presented by David Smith, DC, are the basics you need to keep your office working efficiently. *Chiropractic Assistants are also encouraged to attend!*

This meeting is for the Doctor and for any new staff, or experienced staff that has trouble getting paid for PI, WC, Medicare or indemnity insurers. This will include important information that doctor's need to know to document their care for Medicare. *This is not a promotion to sell a compliance, a rehab, or any other program. This program is for Chiropractic.*

Because of the volume of information for this presentation it will start at 1 pm. Presentations and Q & A will be allowed and the workshop will adjourn by 5:00 pm. **Please reply on the attached form so that we may reserve seating . This presentation frequently sells out!** Submit to the Fellowship office by mail or fax (we are unable to register your office by phone), **information is at the bottom of this Reply Form.** Early registration recommended. Confirmation, with directions, will be sent by fax, e-mail or snail mail if registered by 4:00 pm 4/14/05.

Cost: \$99 for **each person** pre-registered from office, \$30 each for current Fellowship member's office. A \$20 late charge per person is assessed for registration less than 4 days before the seminar (Tuesday before the seminar is considered late). Every attempt will be made to offer this seminar as announced, *it will not be postponed due to weather except in the event of a State Emergency.* **We cannot guarantee seating or notes for walk-in registrations.**

Questions about this seminar? Call Dr Smith at (717) 652-4672 or DrDaveS@aol.com

Focus Philosophy Night

Following the presentation, **at the same location**, Dr Sharon Gorman will be presenting her FOCUS Philosophy Night. This is a power packed program of inspirational speakers from the region's most successful chiropractors. In addition to Dr Gorman, other speakers will be Drs Paul Roses, Kim Stetzel and David Smith. Listen to the most modern and successful methods to improve your patient flow, retention and the science of success.

- Group dinner (optional), 5:30 to 6:30 pm. Dinner is \$16.00 per person plus tax.
- Philosophy Night 7:00 to 10:00 pm, suggested fee of one office visit. We will be passing the hat to cover expenses.
- Call (570) 424-6100 for reservations if you want a sleeping room. **Make sure to ask for the FOCUS rate.**
- If you need more information about the FOCUS Philosophy Night call Dr Sharon Gorman at (570) 350-4091 or email focus2@ptd.net
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FUTURE DATES

MAY 21

Tonianne Roses, Brian Solofsky & Kim Stetzel
Optional: 4-5:30 p.m. Chiropractic Career Night

JUNE 18

Adam Nogrady, Tom Sidoti & Howard Werfel

JULY 30 SUMMER EXTRAVAGANZA

Marilyn Shore, Diane Tellier, Dean Sottile, Kevin Jackson, Selina Sigafoose Jackson

Life Source Seminars

Bringing Your Dreams to Life...

When was the last time you stayed up until the wee hours of the morning discussing the wonders of chiropractic and how excited you are about being a chiropractor? When was the last time the enthusiasm and motivation you gained at a seminar lasted more than a few days? If it's been a while, then you don't want to miss April's Life Source Seminar: April 28 - 30, 2005, The Westin Atlanta North Hotel, Special Life Source Rate \$85 - only until April 15th

For more information: <http://www.lifesourceseminars.com>

Jim Sigafoose Seminars

HOW MUCH MONEY DO YOU SPEND ON SEMINARS EACH YEAR IF ANY? IF YOU DONT ATTEND SEMINARS, HOW DO YOU STAY MOTIVATED, AND UP TO, THE FAST MOVING PACE OF MAINTAINING A VIABLE PRACTICE?

SOME OF THE SEMINARS ARE POORLY ATTENDED AND NOT VERY EXCITING OR

MOTIVATING. SOME ARE REALLY JUST COME ONS TO JOIN ONE OF THE 40 TO 50 COACHING TYPE CATCH AS YOU CAN MEETINGS.

WHAT IF YOU COULD HAVE SEMINARS 24/7 ANYWHERE, ANY TIME, AT HOME, IN THE OFFICE, ON VACATION, OR WHERE EVER YOU PLEASE, AND WHEN YOU PLEASE, WITH TOPIC, AND SPEAKER OF CHOICE?YOU CAN LISTEN TO 1/1/2 HOURS AT A TIME OR BREAK IT DOWN INTO 15 MIN. SEGMENTS.WHAT IF YOU COULD HEAR DRS. ADJUSTING 2400 PER WEEK, OR 3000 PLUS PER WEEK, WOMEN CHIROPRACTORS ADJUSTING 600 TO 900 PER WEEK.

TALKS ON PHILOSOPHY, PROCEDURE, MARKETING, PRACTICE BUILDING TEACHERS,TECHNIC,OFFICE LAYOUT, TALKS ON ABUNDANCE, AND THINKING TO GROW RICH, OVERCOMING FEAR, AND NEGATIVE THINKING,COMMUNICATION SKILLS, DRS. TALKS TO NEW PATIENTS, REPORT OF FINDINGS THAT REALLY WORK, AND MUCH MORE.

WILL IT COST A FORTUNE? SURPRISE, SURPRISE, NO! HOW ABOUT \$75.00 PER MONTH FOR THE FIRST 300 THAT SIGN UP, THEN ONLY \$100, PER MONTH, THEREAFTER, UNLESS YOU TAKE ADVANTAGE OF A 3 MO.,6MO. OR A YEAR MEMBERSHIP.TELL ME WHERE YOU CAN GET QUALITY TEACHING SUCH AS THIS FOR SUCH A SMALL FEE, PLUS THERE IS NO LOSS OF TIME, TRAVEL OR HOTEL AND FOOD EXPENSES

WE WILL ADD SPEAKERS EVERY FEW WEEKS AND THERE WILL BE NEW, FRESH INFO, AND REVIEW, IF DESIRED.

I GUARANTEE THIS SITE WILL NOT BE MATCHED FOR QUALITY, OR SUCH LARGE NUMBERS OF CHIROPRACTIC ACES. COMING SOON, LET US KNOW OF YOUR INTEREST. E MAIL SIGAFOOSE1@COMCAST.NET

If you would like to submit a SHORT motivational thought, news article or a classified article, please send them to Sharon Gorman at focus@noln.com.

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.

SPACE FOR RENT for a Chiropractor at 1420 Walnut Street in Philadelphia. Monthly cost is \$500 plus phone. For more information please contact Marlene Massaro, D.C. whatsupdoc2@msn.com 215-546-8101 or 856-261-7308.

FOR SALE Insight Subluxation Station- In excellent condition! This is a spinal screening and evaluation system that enables D.C.'s to objectively pinpoint vertebral subluxation. This program also includes all the Total Solution products developed by Dr. Pat Gentempo and includes the millennium software integration of the Foot Levelers and Biotonix modules and

Neurolink patient education software. Please call 724-774-5463 for pricing and any additional questions.

ASSOCIATE CHIROPRACTOR WANTED No Modalities, strictly addressing the vertebral subluxations. Become a part of a chiropractic family practice. Interviews are being held. Call 717-569-5731 or email drskipgeorge@dejazzed.com.

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.