It’s almost time to Reset—Recharge—Realign

The Southern Chiropractic Conference hosted by TCA (SCC) is the perfect blend of all the top-notch CE, Expo and social events you’ve come to expect. Along with the name change, we have a renewed focus on giving you a fun conference experience. Browse the brochure or visit the SCC web page for details and registration information!

Here’s just a peek at the SCC fun we’ve got planned:

- **New this year**—We’ve added multiple prize drawings to be held in the EXPO! Simply visit each exhibitor to receive tickets to enter the Daily Prize Drawings. More prizes, plus more tickets mean more chances for you to win!

- With recent insurance changes, TCA has had an increase in inquiries on cash-based practice strategies. So, we’re bringing experts in the field for a special Thursday session that will help provide answers for Going Green: Growing a Practice that Makes Dollars and Sense.

- Still need help understanding and reporting your 2017 Medicare Quality Payment System, MACRA and MIPS requirements? Did you know you can start as late as October 2, 2017? Attend Friday’s seminar with nationally renowned speaker Dr. Scott Munsterman to achieve these standards for future reimbursement! CTA/CXT Ethics training will be held and the EXPO will be open! At the end of the day, join your colleagues for the Friday Night Mixer to unwind and catch up.

- **Saturday** is jam-packed with a CAT Membership Meeting in the morning, then CTA and Advanced CTA CE. Keynote speaker Dr. William Moreau, Managing Director of Sports Medicine for the U.S. Olympic Committee, will be our speaker at the Reset, Recharge and Realign Luncheon. Then after all the seminars are done, join us for a Surprise Social—it’s not what you think!

- We’ll finish the weekend on Sunday with CXT CE and our final prize drawings in the EXPO.

Don’t wait! Early Bird Registration Deadline is July 28. Register now for maximum savings! Find more details, including a digital version of the full brochure at www.southernchiropracticconference.com.

CXT Training Pending... Registrations Needed!!

The Chiropractic X-Ray Technologist 48 Hour Training is a hybrid educational program with two live weekend sessions (August 5-6 and August 19-20) for a total of 26 classroom hours and a 22-hour distance learning component. Both training for licensure and CE hope to be offered. Unfortunately, if sufficient registration is not received soon, this class will be cancelled. If you have interest in this education, please contact the TCA by Friday, July 21st at (615) 383-6231 or use the link provided to download and submit the forms today!

For information on the course, fees and registration form, visit www.tnchiro.com/event/cxt-48-training-course/
Clinical Goals and Patient’s Goals—Do They Match?

Part of every treatment plan a doctor creates is a goal for the patient. Do you know what the goals are for your patients? Does the patient know the clinical goals for their treatment? Every patient that enters your office comes in with THEIR goal. Do you know what THAT goal is? Does it matter?

Clinical goals are often related to objective tests. Reduce pain to a 3 on a 1-10 scale. Improve range of motion to x degrees, increasing strength to pick up x pounds. These are common clinical goals. Insurance companies tend to like clear, quantifiable goals that can be easily measured. By contrast, the patient’s goal may be more vague. While reducing pain is a common goal, secondary goals are often related to improving ability/comfort when performing a task. A patient’s goal may sound like “I want to not hurt” or could be more specific such as “I want to pick up my grandchild without pain,” “I want to be able to work in my garden again” or “I want to return to my athletic training”.

While we know that building strength, improving function and increasing range of motion is the key to meeting the patient’s goals, it is important to communicate that to the patient. Include that language when discussing goals and rationale for treatment—especially for home care. For example: a patient with back pain may be reluctant to put much emphasis on home exercises to strengthen their legs. If it is presented to them that by strengthening their leg muscles, the pressure on the low back is decreased, making it easier and more comfortable to bend over and pick up a child, they can understand the importance of those home exercises and may be more compliant.

Connections such as this may seem obvious to trained staff, making it easy to forget to present them when talking to a patient. However, it is important to remember your patient has not been trained. He/she isn’t seeing person after person, day after day getting great results by following a good treatment plan. Share the benefit of your knowledge and experience to help patients understand their role and responsibility in the healing process. As time passes, both clinical and patient goals may change. Be sure to speak with your doctor if you suspect that a patient’s goals may have changed or that they are not understanding how the clinical goals will help them reach their personal goals.

Don’t Let your Board Be a Bore!

Practice bulletin boards can be a source of stress and frustration for staff when they are not noticed by patients. Whether it is a physical board or something you post on your social media sites, adding a little fun or incorporating patient interaction can go a long way towards reducing your stress and making the board both educational and motivational. Below are 2 ideas that you can use to customize to suit your office or online needs. Put ideas out to start and have a way for patients to add their ideas.

**Summer Bucket List Board**
Encourage your patients to be active and share their ideas for avoiding those inevitable “what are we going to do today” questions. Include details on local community events, too.

**What’s in YOUR Lunchbox? Board**
Whether it’s for school or work, lunch on the go is common. Help your patients avoid unhealthy fast food choices and get out of the PB&J rut with easy to pack nutritious lunch ideas.

---

**Back Businesses that Back Chiropractic!**
From equipment and x-ray to banking and website design, TCA Corporate Members help meet the many needs of chiropractic practices across the state. **TCA Corporate Members** also back chiropractic in Tennessee! Click the link provided to browse the list of these great companies and if they are your vendor, thank them for being members of the TCA!

Spread the word and help support your profession!
In return for their support, TCA Corporate Members receive advertising and exhibiting benefits, including **exhibit space** at the **Southern Chiropractic Conference**. Encourage your suppliers to contact us for more information at tca@tnchiro.com or (615) 383-6231 and to support chiropractic in TN!

---

View a full list of TCA Corporate Members here!
MEDICARE NEWS FOR CHIROPRACTIC PRACTICES

Medicare Provider Enrollment Revalidation
Section 6401 (a) of the Affordable Care Act established a requirement for all enrolled providers to revalidate their Medicare enrollment information under new enrollment screening criteria. While Cahaba, Tennessee's Medicare Administrative Contractor (MAC) will typically send a revalidation notice within two to three months prior to a provider’s revalidation due date either by mail or to the email address reported on prior applications indicating the provider’s due date, the best way to prevent a lapse in coverage is to verify your due date. Providers may visit https://data.cms.gov/revalidation to view this information.

The list will include all enrolled providers and will display the provider's revalidation due date. In addition, a crosswalk to the organizations that the individual provider reassigned benefits will also be available as well. For providers not up for revalidation, the list will display a “TBD” (To Be Determined) in the due date field. This means the provider's due date is more than 6 months away. The list was revised on May 15, 2017. All dates are updated every 60 days at the beginning of the month and are listed up to 6 months in advance.

If you are within 2 months of the listed due date on the CMS revalidation website and have not received a notice from their MAC to revalidate, you should make every effort to submit your revalidation application immediately. If you have not received an email or mailed letter from your MAC requesting you to revalidate, or your due date is NOT listed on the CMS revalidation website, do not submit a revalidation. If you do, it will be considered an unsolicited revalidation and will be returned.

Detailed information and instructions are posted online at: https://www.cms.gov/Medicare/Provider-Enrollment-and-Certification/MedicareProviderSupEnroll/Revalidations.html

June 21, 2017 - New Medicare ABN Form required
Medicare has revised their Advance Beneficiary Notice of Non-coverage (ABN) Form CMS-R-131. The new form went into effect June 21, 2017. Two minor changes were made in the new form. Now, the ABN form includes non-discrimination language underneath the signature line and above the disclosure statement and they have added an expiration date (Exp. 03/2020) in the bottom left-hand corner of the form. It is important to note that there are no changes to the ABN form itself or the instructions on how to properly deliver a valid ABN.

If you have not already done so, download a copy (go to: www.cms.gov/Medicare/Medicare-General-Information/BNI/ABN.html) and begin using the form.

Is your Doctor a TCA Member?
Effective July 3, 2017—the TCA Member newsletter, Doctor Privilege (DP) is being sent via email format only. If your doctor is a TCA Member and did not receive the 6/29/17 DP with the Constant Contact name in the footer, please check your Junk Mail and take steps to create an email rule that “messages from tca@tnchiro.com are always sent to your Inbox” and/or add tca@tnchiro.com to your contacts. Questions? Call TCA at (615) 383-6231.

Need social media content? Get one-click benefits!
The TCA Realign Your Thinking campaign continues. Throughout the week get great SHAREABLE and RETWEETABLE memes, news and videos like the meme below encouraging chiropractic as part of a healthy lifestyle. Click to Like us and Follow us today or go to www.tnchiro.com and click on the icons to take advantage of these time-saving benefits!

CAT Event and CE Dates to Remember
Go to www.TNCHIRO.com and click on Events for details and to register online!

CXT 48 Hour Training (Deadline to register July 21st)
August 5-6, &17-20, 2017
TCA office—Nashville, TN

Southern Chiropractic Conference hosted by TCA
August 17-20, 2017
Franklin Marriott—Franklin, TN
Courses offered will include CTA, Advanced CTA, CXT, CTA/CXT Boundaries and Ethics

TCA December Seminar
December 2-3, 2017
Nashville, TN—TBD
Courses offered will include CTA, CTA/CXT Boundaries and Ethics

If you are interested in getting more involved with CAT, please contact the office.
Questions or comments? E-mail us at tca@tnchiro.com or call 615-383-6231.

This issue of the CA Scene is being sent as a member benefit. To update your email information, please contact our office.
Thank you for your membership.

To remove your name from our email or fax list, please email tca@tnchiro.com with the subject “Opt Out from Email/Fax” or contact our office at (615) 383-6231.