

## Why Chiropractic in Your FQHC?

**People use it.** In the United States at least 14% of the public will see a chiropractor during the course of the year. People under government programs like Medicaid and Medicare will access chiropractic services in equal proportions when the services are mainstreamed into their FQHC clinic, much in the same way Dental and Behavioral Health has been added.

### Professional attitudes have evolved.

The last decade has seen greater collaboration between medical and chiropractic providers.

### It's a smart business decision.

Chiropractic is paid at the usual encounter rate but the actual costs of operation can be as little as 35% to 55% of the collections. With such income to cost ratios it makes adding chiropractic a smart choice.



## Comparison of Provider Requirements and Costs

Cost Item	Medical	Dental	Chiropractic
Provider	1 MD	1 DDS	1 DC
Support	3 MA	2 DA	1 CA
FOC	1 Receptionist	1 Receptionist	0 Receptionist
Admin	Admin	Admin	Admin
Space	3 Rooms	2-3 Operatories	1 Room
Total Cost Per Visit	100% Interim	90-105% Interim	45-60% Interim

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**chirocorps.com**



*A Chiropractic MSO For  
America's Healthcare Safety Net*



## Who We Are...

CSC provides a turn-key service that integrates in-house Chiropractic care to your Federally Qualified Healthcare Center. We provide and assist with all that is necessary to accomplish a successful expansion of services including:

- Doctor recruitment and credentialing.
- Chiropractic specialty equipment.
- Chiropractic Assistant staff training.
- Ongoing DC team Management.
- Chiropractic protocols Manual.
- Ongoing DC team Management.
- Peer Review protocols.
- Patient Education and Preventive
- Programs that encourage participation.
- Assisting in your compliance with State and Federal regulatory agencies.

## What You May Not Know...

Chiropractic care has become a preference by many patients as part of their overall medical and wellness plan. Where Chiropractic was once considered “alternative,” it has now become more main-stream health care. The Government has responded to this consumer preference, covering Chiropractic as a viable treatment and wellness modality for the under-served, low income patient. Yet only 15% of the FQHC, Community Clinics and Rural Health Clinics questioned even knew that the treatment is a covered service.\*

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Today, there are tens of thousands of families who are benefiting from chiropractic services provided through their FQHC community centers. The funds for chiropractic care have already been allocated but the people simply have no access to this service – that is, until it becomes a reality in your clinic.

\*These findings come from a verbal survey conducted with 100 FQHC, Community Clinic & RHC Executive Directors in CA, FL, NC, NJ, OH & PA.

## A Near Turn-Key Management Service Program

The Chiropractic Service Corp ( CSC ) has contributed to the startup and ongoing management of nearly forty chiropractor placements in FQHCs, RHCs and IHS clinics throughout the United States. CSC has established a standard in chiropractic management and integration protocols that produces reliable patient access and utilization patterns in Community Healthcare Centers.

Chiropractic services in FQHCs are less expensive to deliver than conventional medicine; therefore, once all Chiropractic related costs are met there are funds left over - call it retained revenue.

Allowing for the different clinic PPS rates and patient volume, the annual projections below are based on customary chiropractic utilization experiences and are listed for your information and planning:

## Annual Projections Based on Customary Chiropractic Utilization

Interim Rate	1 DC day/ wk	2 DC days/ wk	3 DC days/ wk	4 DC days/ wk	5 DC days/ wk
\$60	\$60,000	\$120,000	\$180,000	\$240,000	\$300,000
\$70	\$70,000	\$140,000	\$210,000	\$280,000	\$350,000
\$80	\$80,000	\$160,000	\$240,000	\$320,000	\$400,000
\$90	\$90,000	\$180,000	\$270,000	\$360,000	\$450,000
\$100	\$100,000	\$200,000	\$300,000	\$400,000	\$500,000

Figures represent potential retained revenue for your FQHC when adding chiropractic services utilizing our Management Service Program. Please call for free evaluation of your particular clinic.

## Feasibility Evaluation

CSC offers a free, no obligation evaluation and in as little as 10 minutes, can tell you if it makes sense for further consideration or not. We're happy to conduct these over the phone or at your clinic and will discuss key aspects including:

- Based on a clinic's patient population, census, and mix of patient benefits, we can estimate the actual chiropractic need of a given clinic.
- Physical space of the clinic can be evaluated to identify the specific requirements to bring a DC into the clinic.
- Cost projections and logistics are then recommended as a part of the Feasibility Evaluation and to determine the next course of action.

## Take the Next Steps

Patients, clinic staff and even the MDs love to have their own chiropractor on-site. As an experienced Chiropractic Management Services Organization, providing services exclusively for FQHCs, we look forward to presenting our easily achievable program for successful integration of Chiropractic services. In the meantime, please take a few moments to visit our website for more information about integrating Chiropractic into your FQHC.

[www.chirocorps.com](http://www.chirocorps.com)

Schedule a call with us:  
800-214-5653

