

STELLAR GOOD NEWS

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Stellar Software

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Stellar Updates

Recent changes and updates to Stellar:

Summary Reports

Daily/Monthly/Yearly Summaries Now report automatic write-offs and manual write-offs separately. When viewing the Daily Summary, the Posted flags can now be cleared with a button click if you don't plan to print the report.

Patients, Posting, & Others

Several entry fields have been increased in size. The number of service units has been increased to 3 digits, comments to 40 characters, and check reference numbers to 10 digits.

Posting, Payments & Corrections

Added Patients, Payments & Corrections and Appointments buttons to the bottom left corner of the patients list box (first page you see). This allows the user to switch from the posting screens directly to one of the other Stellar functions with the patient already selected and without leaving the posting screens.

Patient Billing

The Itemize Patient Part billing has been much improved for clarity in the display of the patient responsible portion of the balance.

A new billing program has been added that we call "Open Item Billing". Now in beta testing, it is found under Tools, Technical Support. This program does not mark patients as billed. It simply finds all unsatisfied items and

lists them, itemizing patient part and insurance part still owed. You can preview these two methods of billing to see if they might be suited to your clinic.

Appointment Listing

The appointment listing can now be printed in 'condensed' form, meaning that the blank lines for unused appointment time slots will not be included on the report. This must be configured under Tools, Configuration, Insurance Billing & Appointments, Appointment Options Tab.

Health Care Crisis(continued)

Adding to the coming 'perfect storm' mentioned in the previous newsletter (available on line at stellarchiro.com), we now have the specter of a new president, congress, and cabinet weighing in heavily on the side of managed health care and with the concomitant antipathy toward alternative care. Expect a lot of committees, debates, and back-room deals driven by the multi-billion \$ for-profit (not for-patient) vested interests. In the coming re-shuffle of the cards during "National Health Care Reform", where do you think chiropractic will be? The first step will be to provide coverage for the have-nots with a Medicare-style program costing \$100 billion, supposedly to be paid for by rolling back the Bush tax-break for rich folks. Will it include chiropractic? During the maturing of the financial crisis and continued decline in health care, a socialized health program will be incrementally introduced. Will it include chiro-

practic? Senators Dick Durbin and Ted Kennedy, and Representatives John Dingell and Henry Waxman now hold the reins of power, so you tell me!

Did you get the "Call to Action" letter from the ACA concerning the coming health care reform?

The ACA's "Call to Action" may be well-meaning, or it may simply be to impress the members. Go to ChiroVoice.org to see for yourself. Their program will provide bulk emailing of canned messages to congress, and an encouragement to call them. Are such calls and emails going to out-influence millions of \$\$ in perks and campaign contributions? Have we 'been there, done that'? Is that why we have a rapidly shrinking .001 of the primary care dollar?

If you are in favor of the ACA plan (it is far better than nothing), then consider the following:

In hardball politics and the inability to bribe, a threat to your congress men's jobs is the only effective force available. Thousands of constituents calling to voice their concern and announce that they will be watching the votes will let the senators and representatives know that they may be touching an electric fence. Create a handout for your patients with some talking points and the following information:

The congressional switchboard is 202-224-3121. All you need to know is your zip code and the person answering will tell you who your senators and representatives are, and will connect you. Ask to speak to a Legislative Director. (1) Call regularly, and then (2) follow up with a hand written letter not exceeding one page. Let them know that chiropractic **MUST** be included in health care. Before you hang up, ask when the congressperson will be in your area next. (3) Show up at the meeting and again state your desire that chiropractic be included in health care and ask if he/she will support that.

However, I think it is too little, too late. It is time for 'plan B'. Take a look at jobs available for chiropractors. A careful search of the web reveals about 400 offerings. The number of new graduates in 2002 was about 4,000. Would you want to launch into that competition with a 100-250,000 debt? Now look at job offers for primary care physicians. Pick a place you like, any place in the country and count on a minimum offer of \$150,000 + 10,000-25,000 sign-up bonus, + malpractice coverage, + medical & dental coverage, + 4 week vacation, + you name it. All the chiropractic schools have to do to make these jobs available to new graduates is add a few hours of pharmacology, minor surgery and a residency program. (see Military and Saving DCs articles in the September 2008 newsletter) Why don't you call your school and tell them to get

going or you will pull your support? The schools were offered this on a silver platter by the military and turned it down. Why would they and the associations ignore an opportunity to get chiropractic into the military? Yet they perennially announce the introduction of a bill to do just that!

Having an MD license with Chiropractic Specialty won't make you do drugs. What it will do is get you PAID fairly and open ALL the employment doors. I think that is good. New graduates will be turning down job offers! The DOs and NDs (started by chiropractors, did you know?) are already over the MD nomenclature hang-up, so unless we expect Kennedy and Waxman to solve the fair-pay problem we'd better wake up to reality!

How do we get the schools to act? Simple! Go to the Board of Examiners. Get as many of your associates as possible to go also. The board can write a rule for the additional graduation requirements and the colleges will have to comply or are out of business. New grads can then get an MD with specialty in Chiropractic. With a little on-going education, so can you.

In these inflationary times the average income in chiropractic has declined 50% in 20 years. The year 2009 will be a record year. There is no more time to argue philosophy, survival is the issue. A PR campaign won't solve the problem, legal action won't solve the problem, political activism won't solve the problem - not only have these all been tried, but we are out of time. Go to stellarchiro.com, Resources, and read the Stellar Newsletters for July - October 2008 and January 2009 where we have laid out the facts behind these conclusions. Then, unless you have a better plan, consider talking to a member of the board. If you agree or disagree, and would like to contribute to the discussion, email your comments to support@stellarchiro.com.

Laser (Light) Therapy

Chiropractic Economics devoted an article to the profit-making potential of laser therapy. Average rates are \$5 to \$10 per minute. Are you undecided about Light Therapy? If you would like input from someone who has had hands-on experience with every major device out there, you may call Dr Ron at 580-309-1019.

Do You Back UP?

Is your patient and billing data being backed up? Are you sure? Imagine going to the office and finding the computer(s) gone. You should be confident you could be back on the air in one day. If not, call 870-741-4755 and ask us about your options.