

Association
canadienne des
étudiants en
chiropratique



Student
Canadian
Chiropractic
Association

SCCA Presents: Chironomics: Are You Ready to Practice in Canada?

Presenters: Drs. Ayla Azad
& Crystal Draper

Special Guest: Dan Millar,
Principal, Benefit Partners Inc.





Learning Objectives

- “Where do I start?”
New grad roadmap
- Value and roles of national and provincial chiropractic associations
- Importance of obtaining Critical Illness, Disability and Life Insurance
- Tips and resources to help with contract negotiations, setting up a business, tax preparation





CONGRATULATIONS!

**You're
now a
DC!**

1) Complete CCEB exam(s)

2) Complete provincial jurisprudence exams

3) Successful CCEB results: Contact and register with provincial regulatory body

4) Register with provincial association

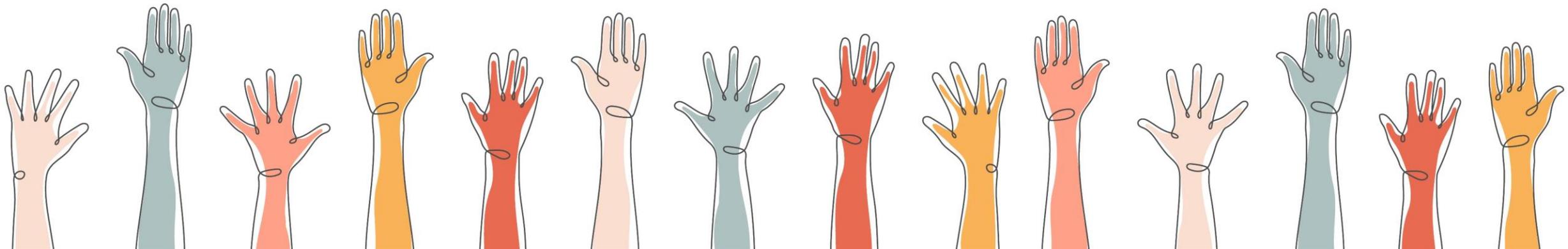
5) Register with the CCA

6) Once approved by CCA, CCA will send letter of good standing to CCPA. You can now register with CCPA



The Who's Who of Associations

- **Canadian Chiropractic Association (CCA):** Your national advocacy group and voice for the chiropractic profession in Canada.
- **Canadian Chiropractic Protective Association (CCPA):** Chiropractors protecting chiropractors for the gold standard of professional liability protection.
- **Provincial Associations:** Your provincial advocacy group which serves its members and the public by advancing the understanding and use of chiropractic care.
- **We are better together** – Our profession is best served when these organizations are working together on your behalf.





SCCA → CCA Member Benefits



Transition from SCCA to CCA

- Get licensed → become a CCA member
- CCA membership required for CCPA
- Chiropractium.ca for everything CCA members need

CCA Plus Partners

- MBNA Credit Card
- Moneris
- The Raw Office
- Insurance benefits

Clinical Practice Resources

- Complete Anatomy
- RRS Education
- ProCentral – Dr. Nikita Vizniak

Classifieds

- Job postings
- Equipment and practices for sale



The What's What of Insurance Coverage

Case Presentation: 40-year-old female chiropractor fractured right ankle upon slipping and falling resulting in 3 months off practice.

What do you do when you can't work?



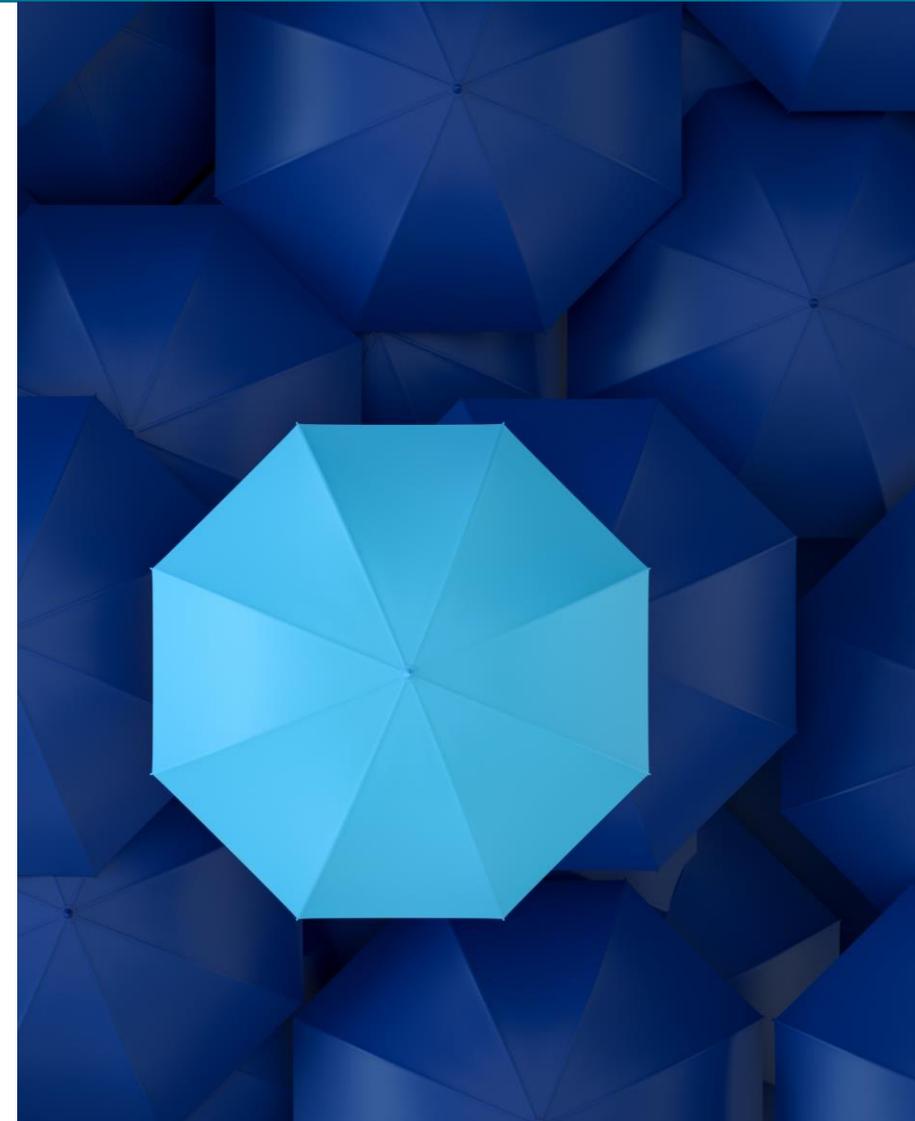


The What's What of Insurance Coverage

Disability Insurance: Insurance that insures your earned income against the risk that a disability creates a barrier for completion of core work functions.

Critical Illness Insurance: Insurance that safeguards you and your finances should you suffer from one of the defined serious illnesses.

Life Insurance: Insurance that pays out a sum of money either on the death of the insured person or after a set period.



People Corporation

We're Canada's largest independent benefits consultant and third-party administrator.

Our team of experienced professionals bring niche expertise to provide you with innovative and sustainable solutions.

\$10B
in managed
retirement assets

14,000
clients

1.6M plan members

>2,000 employees
49 cities across
Canada

\$2.2B
in group benefit
premiums



Benefit Partners Inc.

- Division of People Corporation, specializing in employee benefits, pension, and executive compensation.
- Clients range from large national associations to corporations in both the private and public sector.
- National/provincial appointed consultant to:

Association
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Canadian
Chiropractic
Association^{TM/MC}



ASSOCIATION OF CONSULTING ENGINEERING
COMPANIES | NEW BRUNSWICK



ASSOCIATION DES FIRMES D'INGÉNIEURS
CONSEILS | NOUVEAU BRUNSWICK



Western
Wood Truss
Association
Alberta



The Canadian Wood Truss Association
Association Canadienne des Fabricants de Fermes de Bois



New Benefits being offered to members of the Canadian Chiropractic Association.

The CCA has partnered with Benefit Partners, a division of People Corporation, who administers and oversees the program. We launched our New Benefits arrangements to CCA members effective February 1, 2022, and already many members are taking advantage of the plans offered.



New Sirius
Employee
Group
Benefits



New MyHSA Health
Care Spending
Account



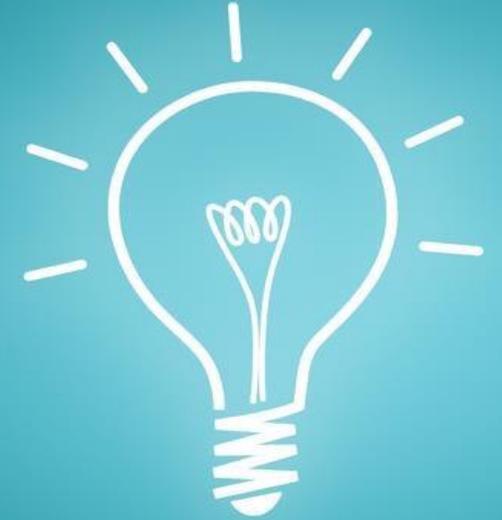
New
Disability and
Business
Overhead
Coverage



New Voluntary
Life, Critical
Illness and
AD&D Coverage

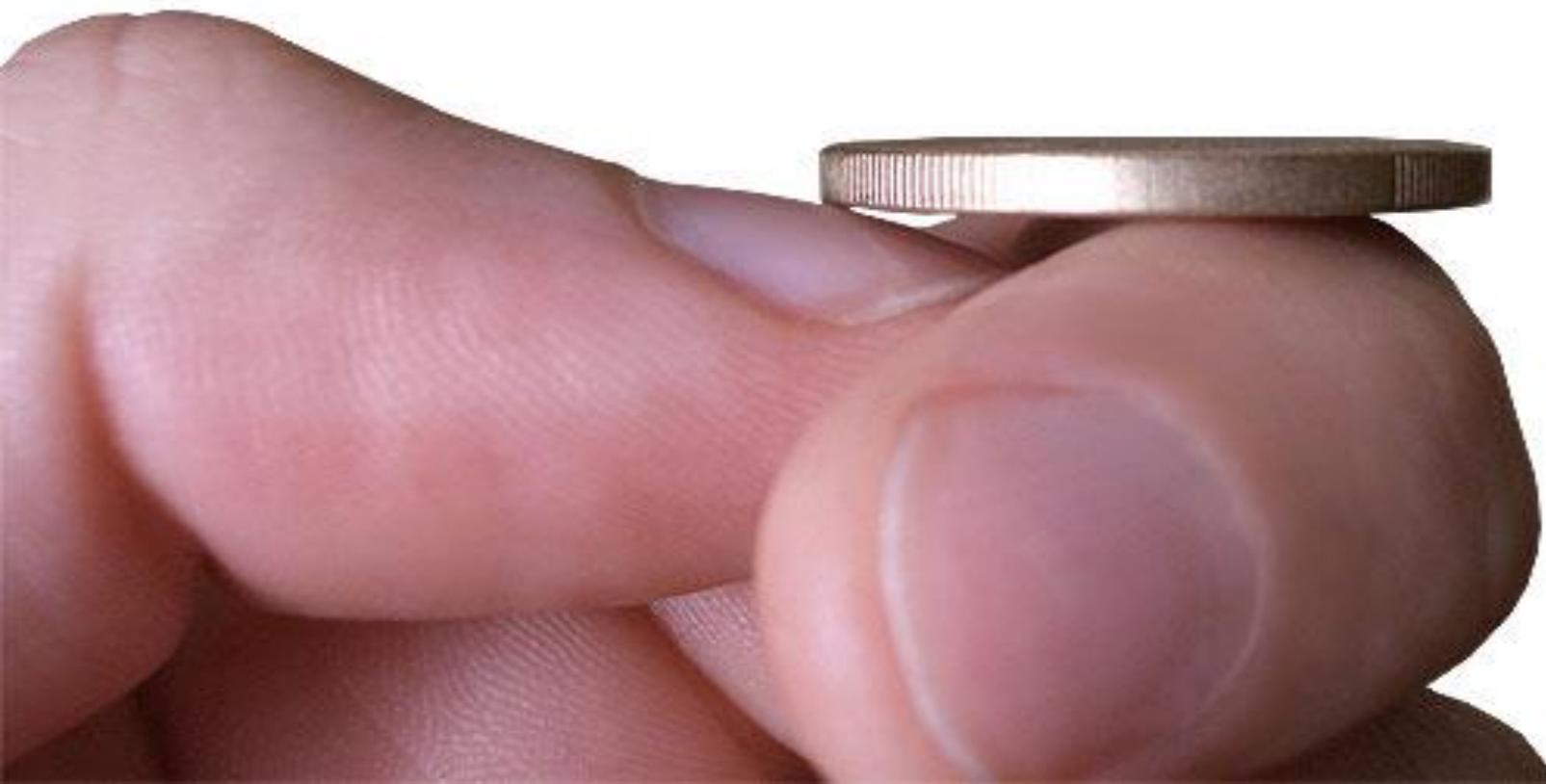
Disability and Business Overhead Plan for members

- Provides income protection in the event you become disabled as a result of accident or sickness.
- Provides business overhead expense protection for accident only or accident and sickness.
- Coverage choices to fit your needs: Accident only (Guaranteed Issue) or accident and sickness coverage (with simplified underwriting) options.
- Easy online application process.
- Rates are affordable!



Taking Chances?

YOUR FUTURE COULD BE AT RISK



Your Financial Risk

Your health is your wealth

- Based on your current annual income, these are your potential earnings to age 65, assuming a 5% yearly increase

Age	\$24,000	\$36,000	\$60,000	\$84,000	\$100,000	\$150,000
30	\$2,107,687	\$3,251,531	\$5,419,218	\$7,586,906	\$9,032,031	\$13,548,046
40	\$1,145,450	\$1,718,176	\$2,863,626	\$4,009,076	\$4,772,710	\$7,159,065
50	\$517,886	\$776,828	\$1,291,714	\$1,812,599	\$2,157,856	\$3,236,785

\$5.4 MILLION *if you can work*



MINIMIZE Your Risk

Disabilities happen

Losing your lifestyle is optional

- Keep \$\$ coming in monthly with Disability Insurance
- Injured or ill & unable to work, disability insurance pays

Personal coverage – Replaces your paycheque

Business expense coverage – Pays your business bills

Disability Protection for Future Chiropractors

- ✓ Up to \$6,000 monthly benefit, including Business Overhead Expense coverage
- ✓ 24 hour coverage – 7 days a week
- ✓ \$10,000 Accident Medical included
- ✓ Choose coverage to age 70
- ✓ Covers partial disabilities (pays 50%)



Your Solution

Disability Protection for Chiropractors

- ✓ No medical questions (Injury Only)
- ✓ Benefits start immediately
- ✓ Individual rates fixed at time of issue
- ✓ Build the plan that fits YOU
- ✓ Plan backed by a reputable company



Critical Illness



- If you or a loved one are diagnosed with a critical illness, recovery can be filled with many challenges – emotional, physical and financial.
- Protect yourself by purchasing up to \$50,000 of coverage with no medical if done so within 60 days of your communication campaign being launched.
- In the event of a claim, there are no restrictions on how you use the money. Use your payment for:
 - *Treatment abroad,
 - *Prescription drugs the province doesn't cover,
 - *Extra child care.
- You decide. It's a tax-free, no strings-attached lump-sum payment paid directly to you.
- Affordable, flexible, online, simple, carefully designed policies in 10 minutes or less for you, your spouse and children. Plus, this contract is portable. The contract stays with you.

Life Insurance



- Protecting your family's financial future just got easier and more affordable!
- When your CCA campaign begins after you join, you will have 60 days to apply for up to \$100,000 of life coverage without having to take a medical.
- Affordable: Financial security for your family during a difficult time, with rates as low as \$5.50/month
- Flexible: The entire process, from sign up to payment, is online. It takes minutes. Should your needs change due to marriage or parenthood, your CCA program goes where your life leads. Plus, Policies are portable.

NEXT STEPS!

- Graduate!
- Get licensed
- Join the CCA
- Watch for emails about your insurance options and how to apply
- Protect yourself!





Your one-stop shop for all the resources you need to get you practice ready



CHIRONOMICS WEBINAR SERIES

Get business basics with the Chironomics webinar series



CLINICAL REVIEWS

Get ready for clinical practice with SCCA reviews



JOB BOARD

Job postings and classifieds



MEMBER DISCOUNTS

Take advantage of discounted rates with SCCA Plus



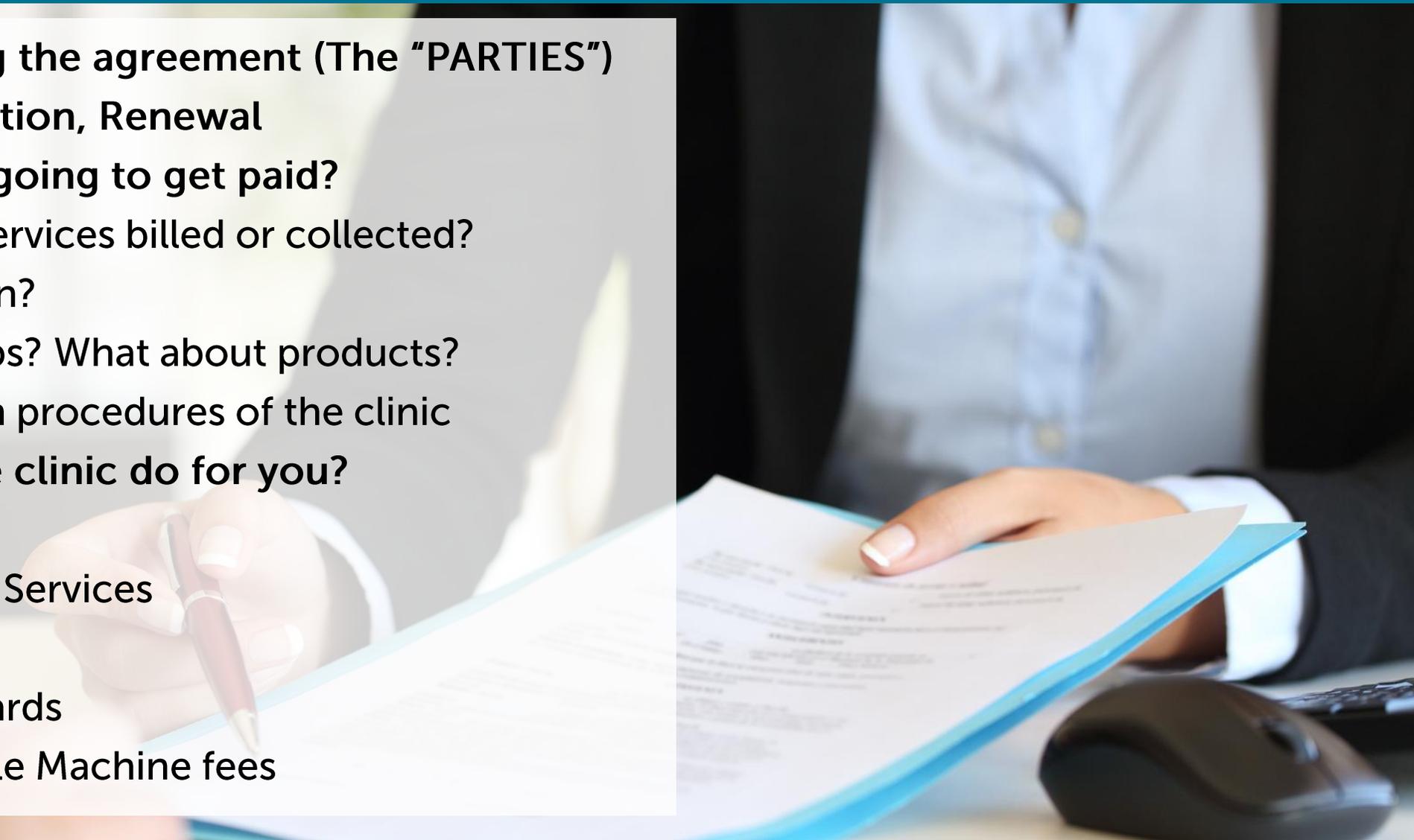
Contractor Negotiations





Clauses to Consider

- **Who is making the agreement (The "PARTIES")**
- **Term, Termination, Renewal**
- **How are you going to get paid?**
 - Paid on services billed or collected?
 - How often?
 - Splits, caps? What about products?
 - Collection procedures of the clinic
- **What does the clinic do for you?**
 - Space
 - Front Desk Services
 - Marketing
 - Business cards
 - Point of Sale Machine fees





Clauses to Consider

- **What are you going to do for the clinic?**
 - Services offered
 - Equipment
- **Facilities – space, hours**
- **Patient files / how are NP's divided?**
- **Insurance – malpractice, disability, life, commercial general liability**
- **Option to Purchase / bringing on another chiropractor**
 - Right of First Refusal



More Contract Resources to Help

- **Past Chironomics webinar recordings:**
 - The Ins and Outs of Associateship Agreements
 - Associateship Agreements, In Practice: Part 1
 - Associateship Agreements, In Practice: Part 2
 - Employment Law Fundamentals for New Grads – Everything You Want to Know but Are Afraid to Ask
- **Recent SCCA National Facebook Live with CCA CEO Alison Dantas & CXO Dr. Ayla Azad on Contract Negotiations**





The How To's of Setting Up A Business





Considerations When Setting Up A Business

1. What will the legal structure be?

- Sole Proprietor
- Partnership
- Corporation

2. Build your team

- Accountant
- Lawyer
- Mentor(s)

3. Plan, Plan, Plan – Understand the elements of a Business plan





Insurance & Billing

- Setting up Telus eClaims account
- Direct Billing Made Easy Webinar
- Pointers to Protect Your Practice
- What You Need to Know to Make an Extended Healthcare Claim
- Issuing Receipts for Healthcare Services and Supplies
- Audits

Business Planning

- **Chironomics webinar:**
 - It's Your Business – What's the Right Structure?
- How to Write a Business Plan
- Canada Revenue Agency – Employee or Self Employed?





Chironomics webinars:

- I am a Doctor of Chiropractic; Now What?
- What it Takes to Stand Out - How to Build an Online Community for Your Clinical Practice

Articles:

- Why You Need a Marketing Mindset
- What is an Average Marketing Budget for a Small Business?

Handouts:

- Social Media Best Practices & Social Media for Telehealth – Marketing Plan

SCCA Ignite Part 1:

- Let's Get Social: The Do's & Don'ts of Social Media

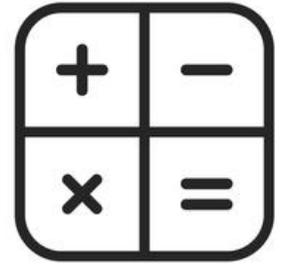




Tax Preparation



1. Track ALL your revenue
2. Track ALL your expenses (Yes, even the small stuff!)
3. Understand what you can and cannot write off
4. Financial planning is a must – Unless you love paying taxes
5. PLAN early – with your accountant





Resources to Support Tax Planning

SCCA Ignite Part 2:

- Budget Much? Financial Management 101

Chironomics webinar:

- You're a New Professional – Now Let's Talk About Money!

Templates:

- Budget Template
- Case Load Calculator Template

