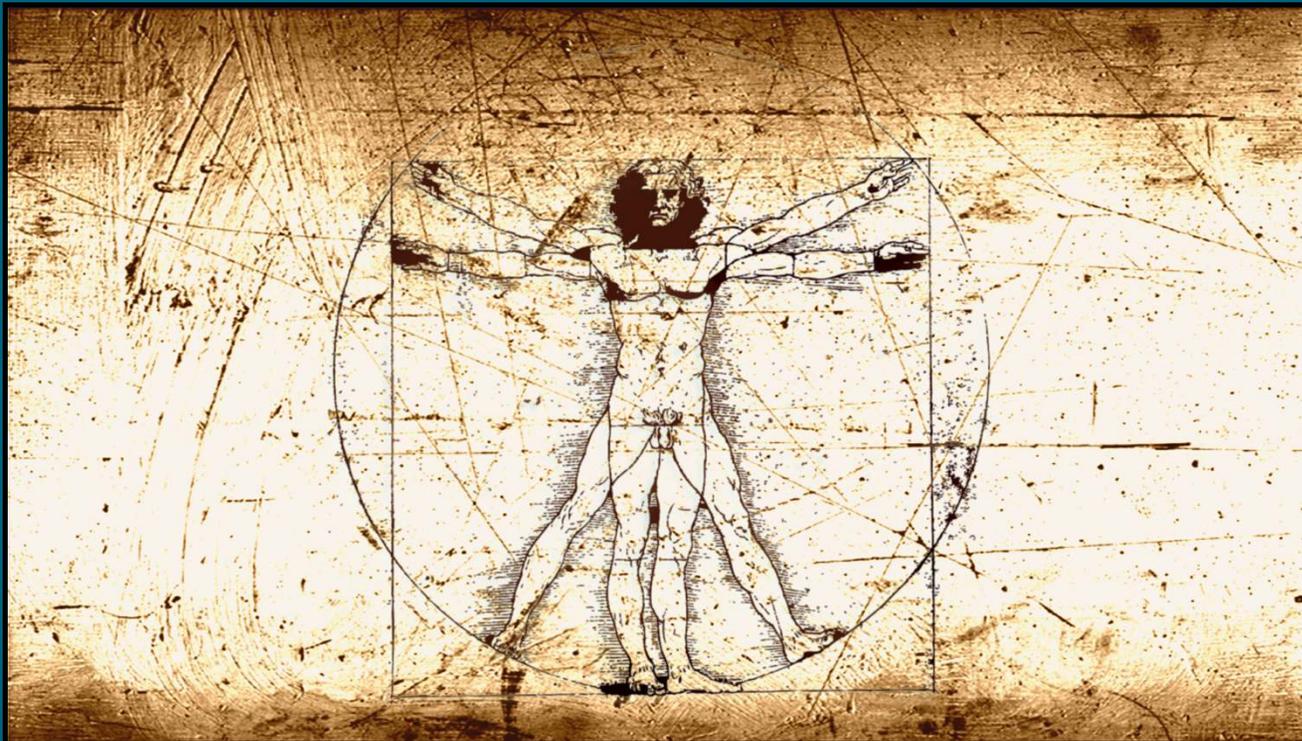


Chiropractic Technique

CE Seminar 6 Hours

Back To Chiropractic CE Seminars





Back To Chiropractic Continuing Education Seminars Technique ~ 6 Hours



Welcome:

This course is approved for 6 Hours of Technique for the Chiropractic Board of Examiners for the state of California and is also accepted in Colorado, Iowa, Michigan, Oregon and Washington.

There is no time element to this course, take it at your leisure. If you read slow or fast or if you read it all at once or a little at a time it does not matter.

How it works:

1. **Helpful Hint:** Print exam only and read through notes on computer screen and answer as you read.
2. Printing notes will use a ton of printer ink, so not advised.
3. Read through course materials.
4. Take exam; e-mail letter answers in a **NUMBERED VERTICAL** column to: marcusstrutzdc@gmail.com
5. If you pass exam (70%), I will email you a certificate, within 24 hrs, if you do not pass, you must repeat the exam. If you do not pass the second time then you must retake and pay again.
6. If you are taking the course for DC license renewal you must complete the course by the end of your birthday month for it to count towards renewing your license.
I strongly advise to take it well before the end of your birthday month so you can send in your renewal form early.
7. Upon passing, your Certificate will be e-mailed to you for your records.
8. **DO NOT** send the state board this certificate.
9. I will retain a record of all your CE courses. If you get audited and lost your records, I will have a copy.

The Board of Chiropractic Examiners requires that you complete all of your required CE hours **BEFORE** you submit your chiropractic license renewal form and fee.

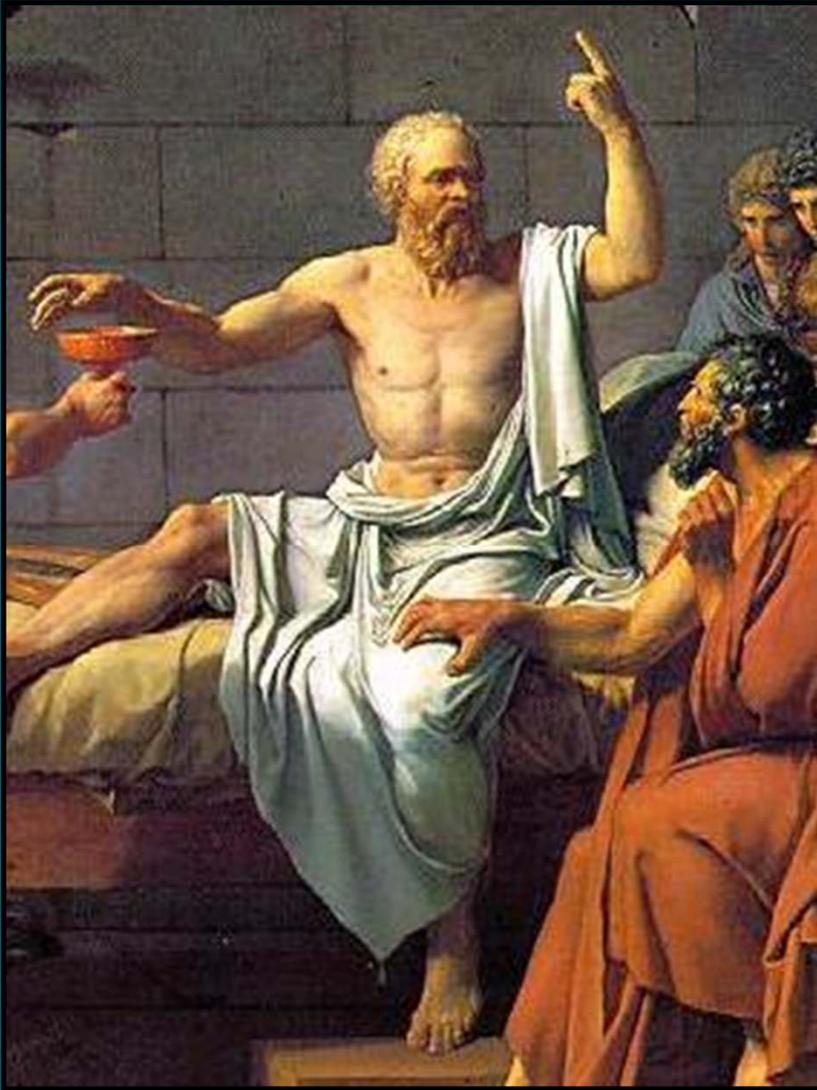
NOTE: It is solely your responsibility to complete the course by then, no refunds will be given for lack of completion.

Enjoy,
Marcus Strutz DC
CE Provider
Back To Chiropractic CE Seminars

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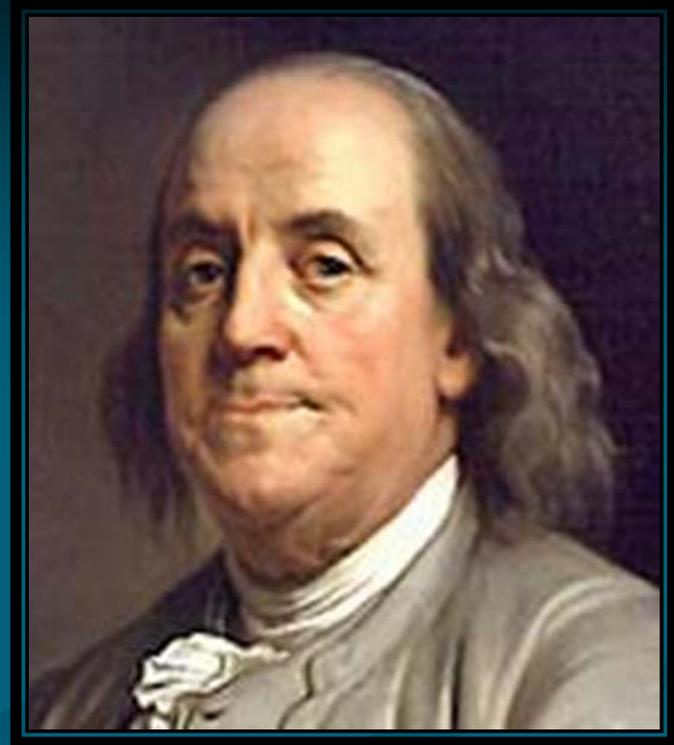
Socratic Method Of Teaching



The basic idea is a series of questions designed as tests of logic & fact intended to help a person (pt) or group discover their beliefs & understanding about a given topic on their own vs being told.

Wisdom From Ben

“Tell me and I forget.
Teach me and I remember.
Involve me and I learn.”
~ Ben Franklin



The more we can use this strategy with pts,
the more they will understand the many
concepts & ideas of chiropractic!

Adjusting Styles

I have seen every technique under the sun be super successful and I have seen everyone of them fail. **The difference?**

Well the difference was always the DC. If the DC was 100% behind the philosophy of that technique or style then success seemed inevitable. But if that DC was unsure of what they were doing then the whole thing seemed doomed.

The INTENT of that DC was the key to success.

Macro vs Micro Trauma

In The Beginning...

In the DC's office you get 2 types of cases, macro-trauma (think hit by a bus) or the dreaded repetitive micro-trauma (RMT).

For the typical DC office 90-99% of new pts likely present with RMT instead of macro-trauma, but we shall consider both.

For this course I will assume that visceral & systemic pathology have already been ruled out & that we are dealing with classic acute & chronic soft tissue injuries.

What's Happening!

With Macro or Micro Trauma...

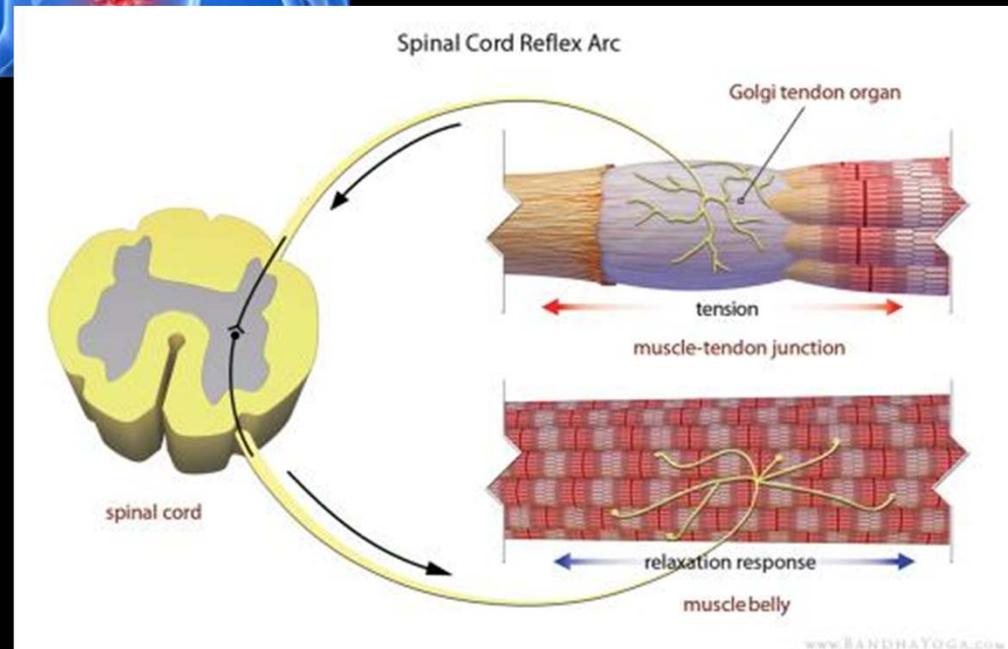
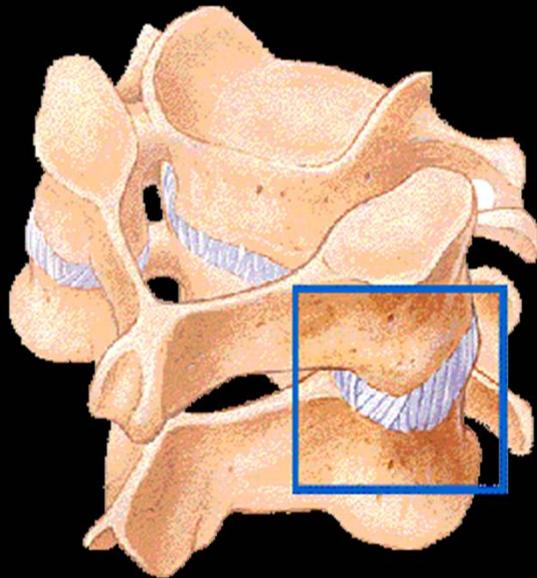
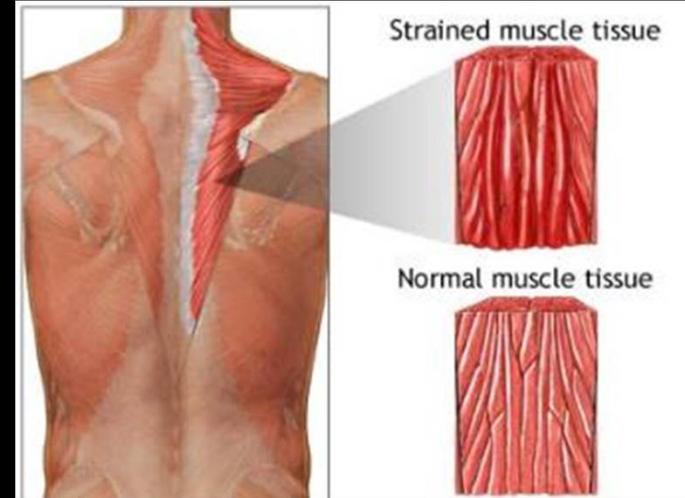
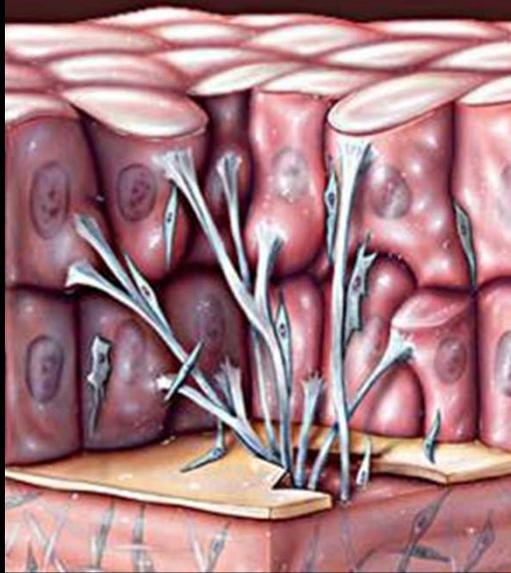
1. Pt has tight contracting muscles (acute and/or chronic)
2. Chemicals become trapped in the soft tissue cells (acute inflammatory, chronic inflammatory and/or normal natural cellular metabolic waste products)
3. Adhesions form (visible under microscope within 4 days)
4. Joints involved now have restricted motion.
5. With time the cycle continues & all of the above becomes worse. Important to adjust sooner than later to slow these processes.

What Are We Doing!

Adjustments:

1. Relax tight contracting muscles
2. Allow new chemicals to flow into the cells
3. Allow acute/chronic inflammatory chemicals & normal natural metabolic cellular waste products to flow out
4. Stretch and/or break up adhesions
5. Allow for improved joint motion

What Are We Doing!



GTO & Muscles

Analogies: Carrying groceries or fire wood.

In both cases there are 2 possibilities.

1. You slowly drop the load, this is due to muscular fatigue, your muscles can't hold.

2. The load drops all of a sudden, this is due to the GTOs being stimulated from sudden excess load & the GTOs in turn shut off the muscle spindles. This is exactly what happens during an adjustment.

Critical Factor: Speed

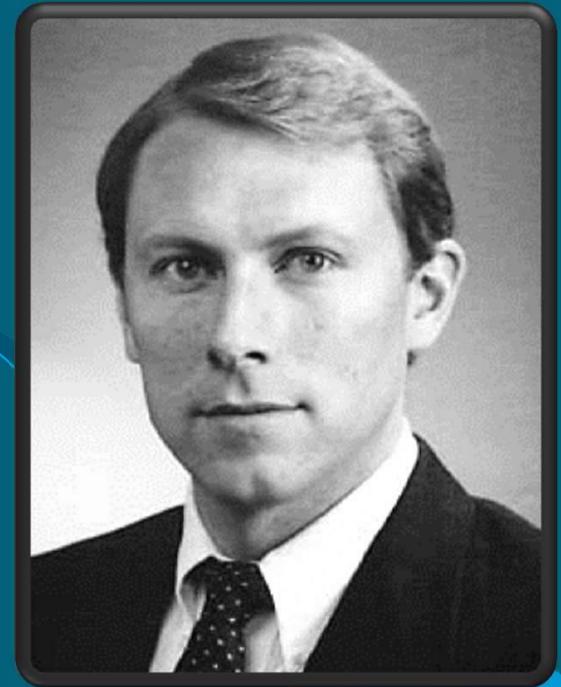
A fast stretch of sufficient speed fires GTOs inhibiting alpha motor neurons ipsilaterally. Insufficient speed fires low threshold muscle spindles resulting in excited alpha motor neurons, perpetuating \uparrow muscle tone.

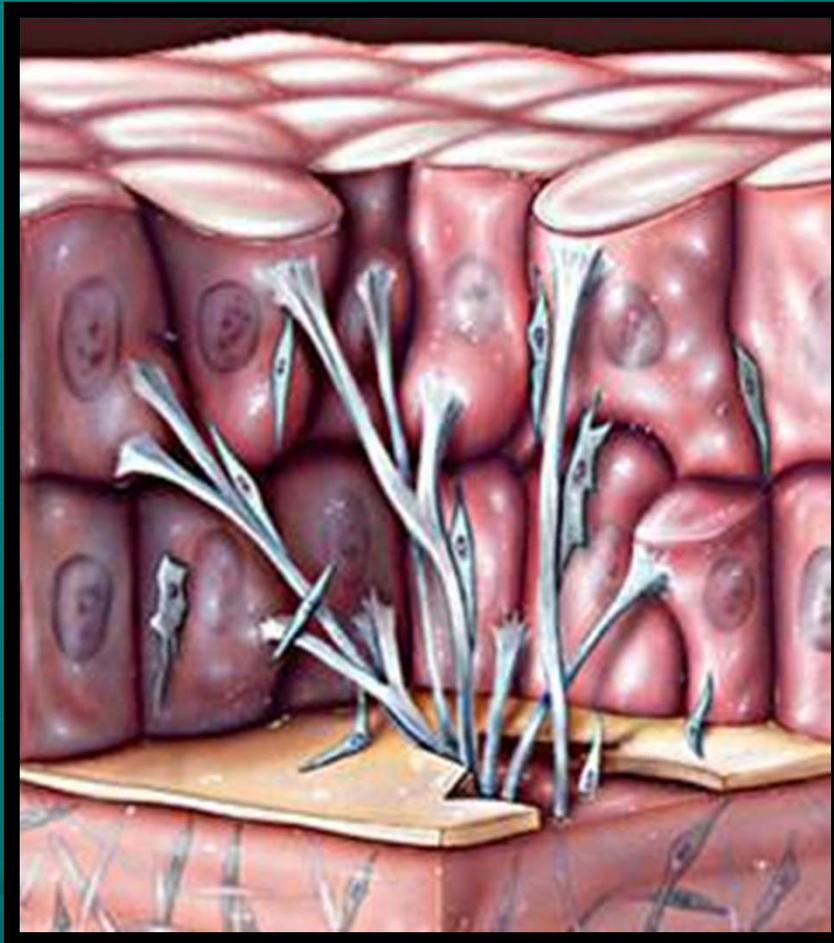
Remember: if you thrust slow the muscles will actually tighten.



**Cavitation, activator &
drop table all add enough speed
to result in high threshold
GTO discharge.**

**Dan Murphy, DC, DABCO
AM J of Clin Chiro, 1997**

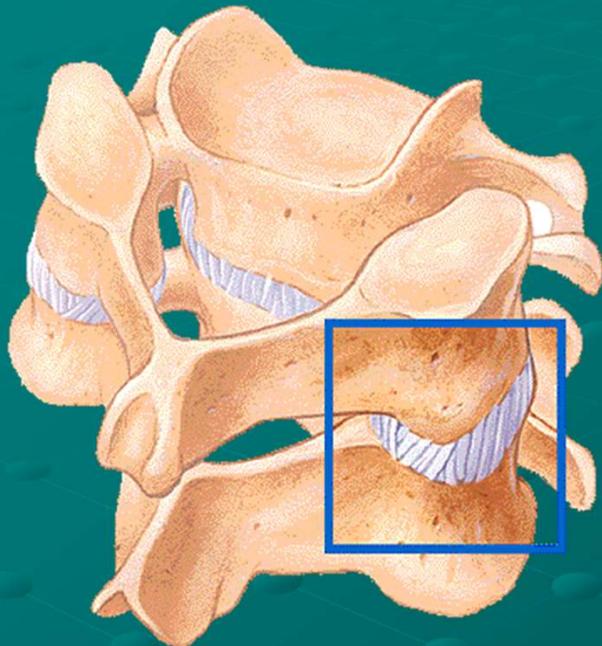




**Fibrin deposits
result in
chronic
inflammatory
conditions.**

Spine, 1987

**Adhesions begin to form in 4 days microscopically
It is likely they start forming right away!**



Hypomobility results in degenerative changes & adhesions around the facet joints.

Adjusting gaps the joint & breaks up adhesions, re-establishing joint motion.

JMPT, 2004

Adhesion Analogies For Patients

Scattered toothpicks: **all angles and orientations, different depths as well, (superficial/deep).**

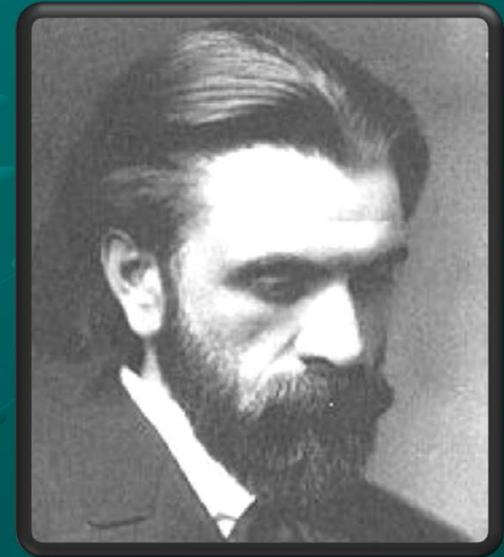
Shrink wrap: **tight & restricts motion.**

Spider web: **tight & restricts motion.**

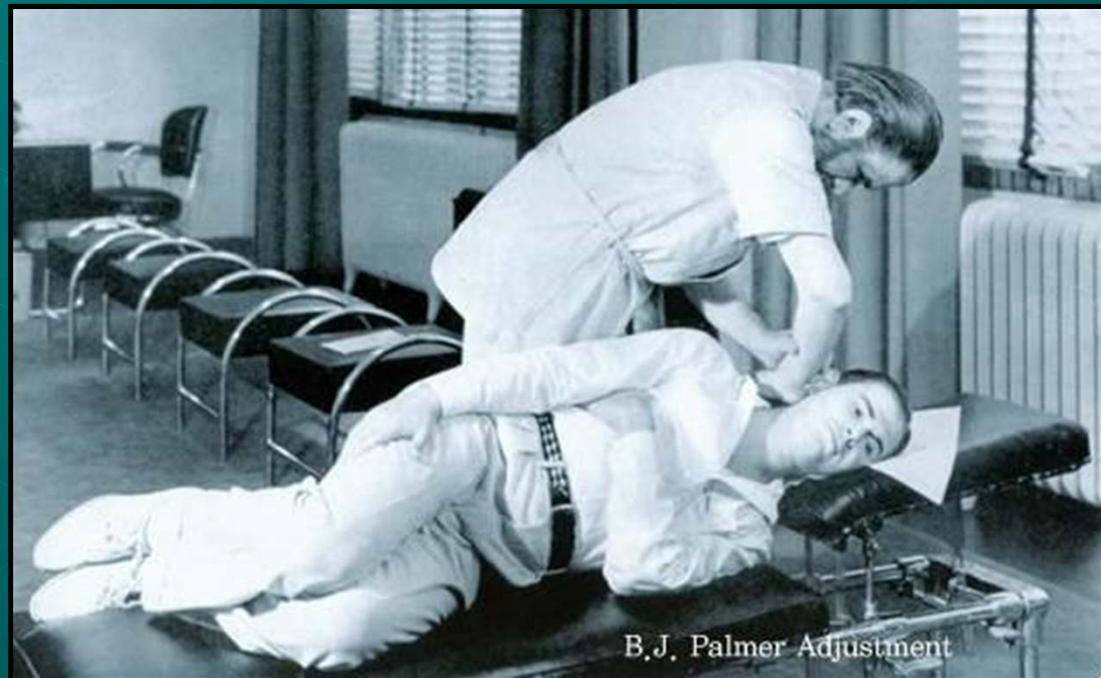


BJ Palmer ~ 1881-1961 Last Printed Words

**Time always has and always will perpetuate those methods which better serve mankind. Chiropractic is no exception to that rule. My illustrious father placed this trust in my keeping, to keep it pure and unsullied or defamed. I pass it on to you unstained, to protect as he would have you do.
As he passed on, so will I.**



**We admonish you to keep this principle and
practice unadulterated and unmixed.
Humanity needed then what he gave us.
You need now what we give you.
Out there in those great open spaces are
multitudes seeking what you possess.**



B.J. Palmer Adjustment

**The burdens are heavy;
responsibilities are many;
obligations are providential;
but the satisfaction of traveling the
populated highways and byways,
relieving suffering and adding
millions of years to lives of
millions of suffering people,
will bring forth satisfaction and
glories with greater blessings than
you think. Time is of the essence.**



May God flow from above-down his bounteous strengths, courage's and understanding to carry on; and may your innate's receive and act on that free flow of wisdom from above-down, inside-out... for you have in your possession a sacred trust. Guard it well.



backtochiropractic.net

Free Materials

Each time you see this message it means the info is on the website: backtochiropractic.net
Just click the button on top left

Was BJ Wrong?

Watch for:

His posture low back problems long term

Elbows, wrists & shoulders

Line of drive

Idea that bone is “out”

Concept of spinal cord & nerve root

Ligament properties

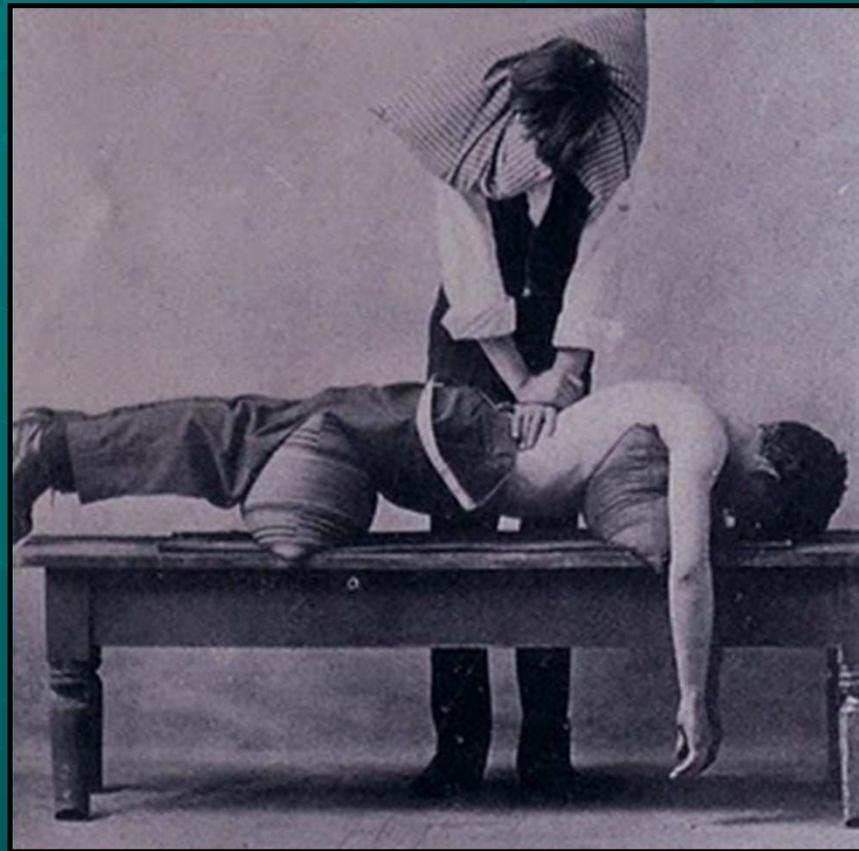
Did he do anything to make the move easier?

Would you want that adjustment?

BJ Palmer 1924

Please watch the video below

<https://www.youtube.com/watch?v=a2zKIUbbDTY>



Was BJ Wrong?

His posture low back problems long term

(he was bent at the waist 90° , long term will cause DC to have sore low back)

Elbows, wrists & shoulders

(his elbows, wrists & shoulders were all bent at 90°)

The rule of 90° : any time a joint is bent at or close to being bent at 90° the joint is at risk of being damaged, as the energy from the thrusting motion will drive directly through that joint.)

Was BJ Wrong?

Line of drive (plan line of disc or facets?)

(he was pushing A-P in the thoracics & lumbar, does that open or close the facets?)

Idea that bone is “out”

(you can see in 1924 they thought the vertebra was moving back & forth)

Concept of spinal cord & nerve root

(what would happen to the spinal cord & nerve roots if the vertebra did slide that much?)

Ligament properties

(the biomechanical properties of ligaments is what stops the vertebra from sliding)

Was BJ Wrong?

Did he do anything to make the move easier?

(I did not see anything. He made it harder by rapidly pushing into the muscles before he adjusted. This causes the muscles to tighten. Also he had the patient on a knee chest table. This induces anterior pelvic tilt & hyperlordosis in the lumbar spine. Does this cause the facets to open or close?)

Would you want that adjustment?

(Of course, he is the greatest DC of all time, it would be an honor, one time!)

What BJ Did Well?

Focus

Intent

Passion

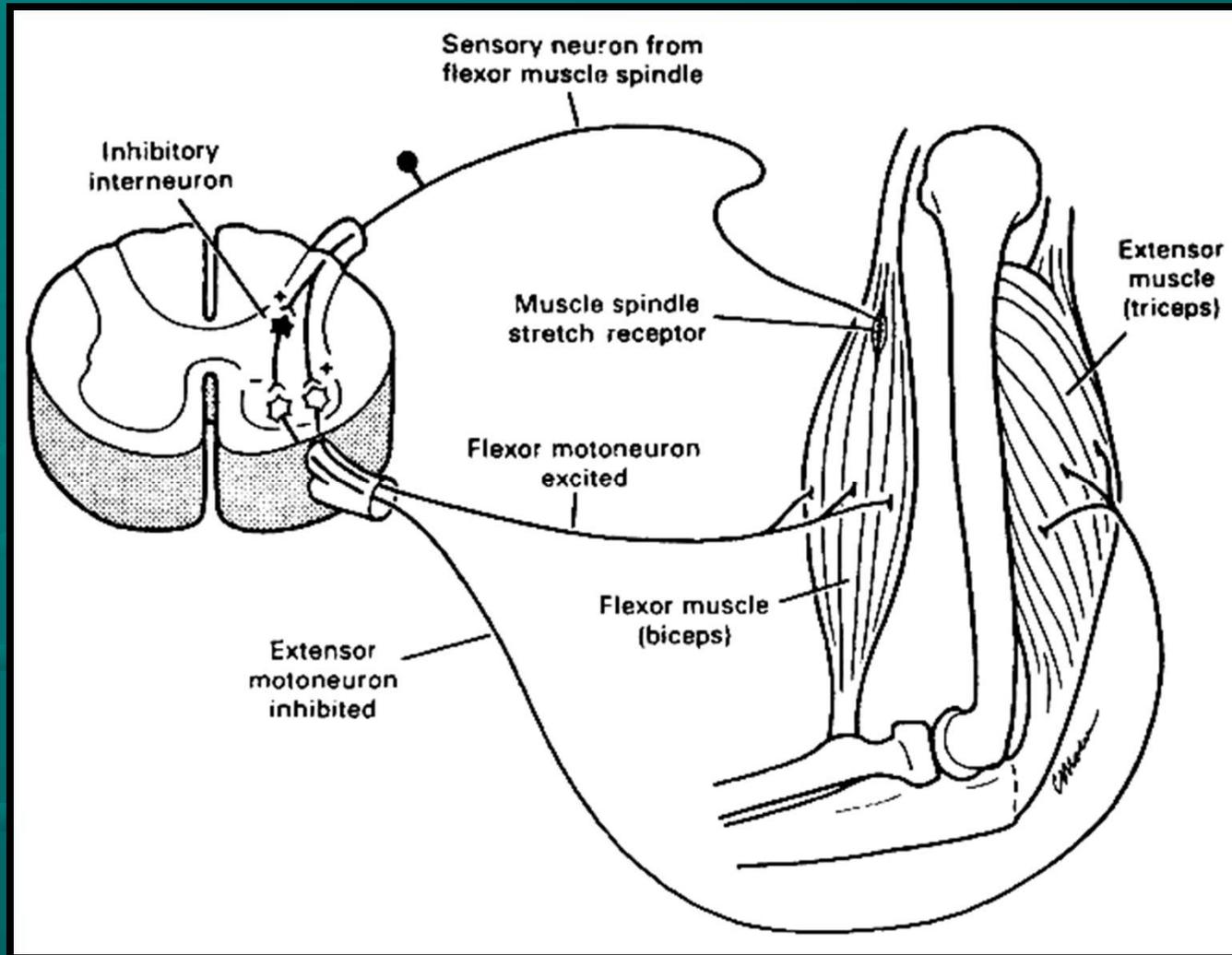
Specificity

Put motion into joint complex

Proprioceptive Neuromuscular Facilitation Stretching



Reciprocal Inhibition



The Rules of Reciprocal Inhibition

1. Anterior muscles work opposite posterior muscles
2. Left lateral muscles work opposite right lateral muscles
3. Left rotation muscles work opposite right rotation muscles

Cross Cord Muscle Pairings

The best way to remember this is the gait pattern of walking or running. Below you can see the anterior muscles of the left upper extremity are firing, while the posterior muscles of the right upper extremity muscles are firing. In the lower extremity, the left anterior muscles are firing and the right anterior muscles are firing. Then in the next stride the opposite is true. You can use these rules in a rehab situation or working out in the gym, just keep in mind what muscles fire at the same time.

Right posterior group firing



Left anterior group firing

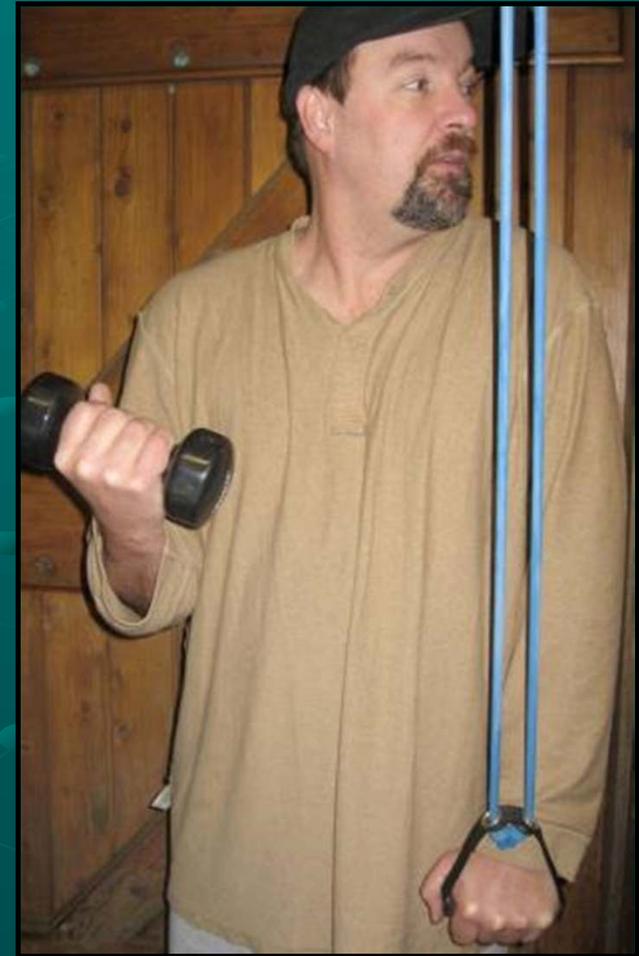
Left posterior group firing

Right anterior group firing

Cross-Cord Training

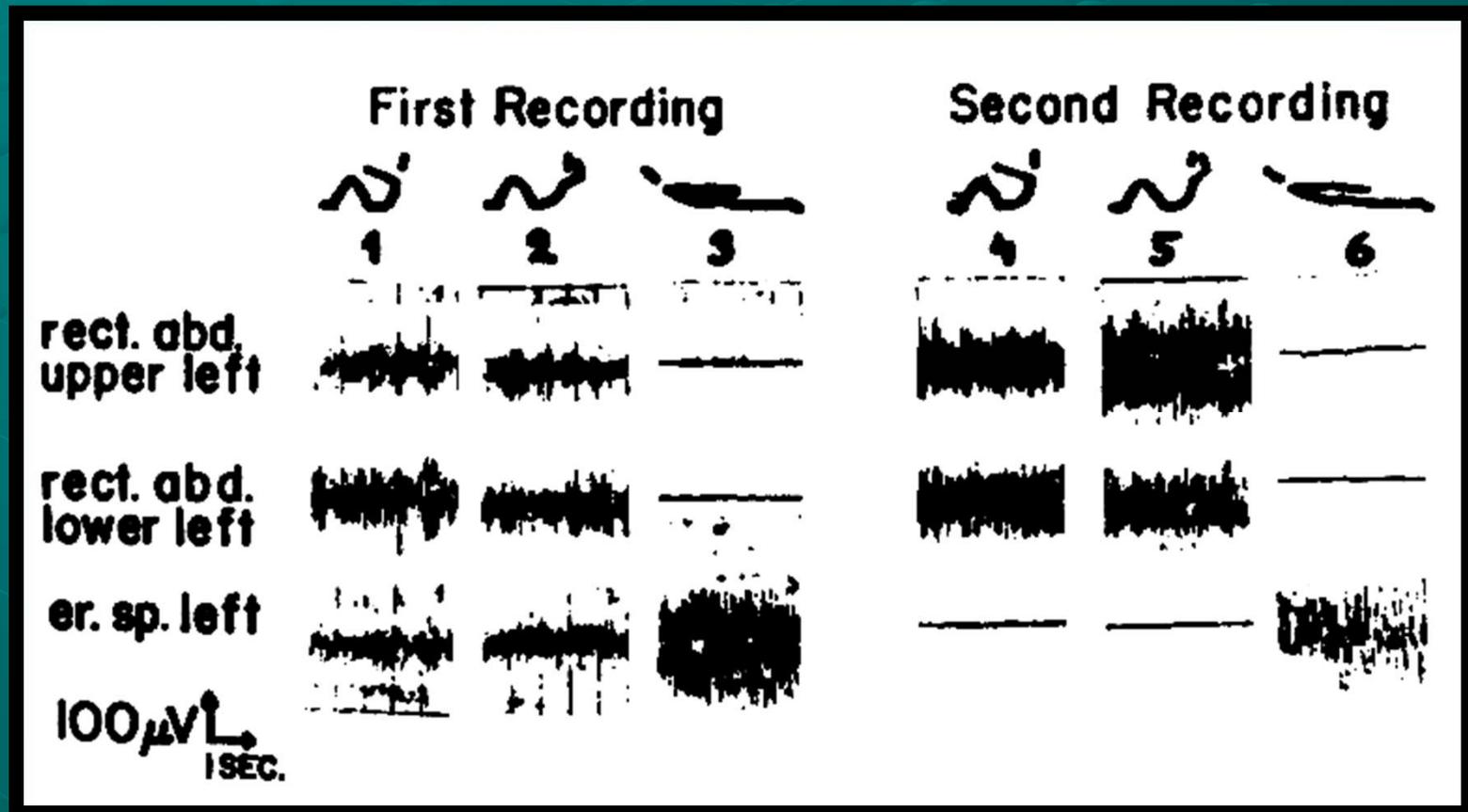
If you hold an isometric contraction with the triceps, the biceps performance will improve 10-20%.

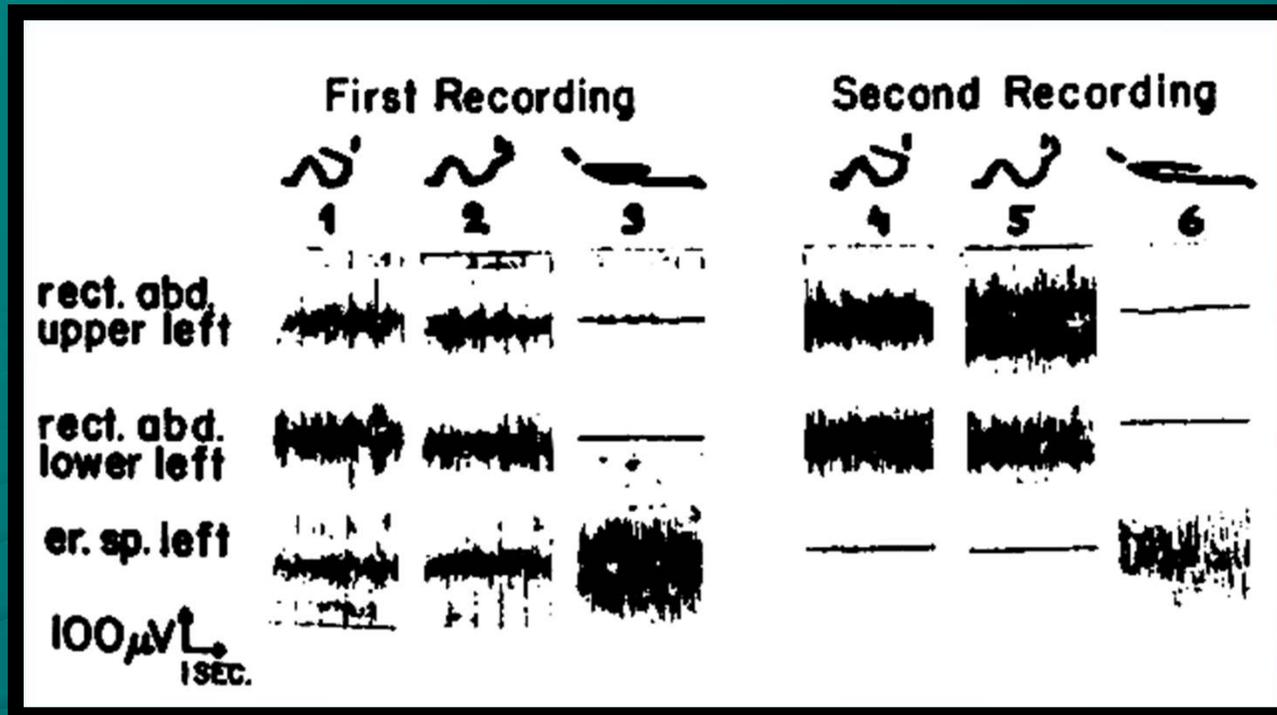
Looking to the triceps side elicits the posterior tonic neck reflex, which will also improve performance.



EMG Before & After Stretching

Korr IM, Neurobiologic Mechanisms in
Manipulative Therapy, 1978



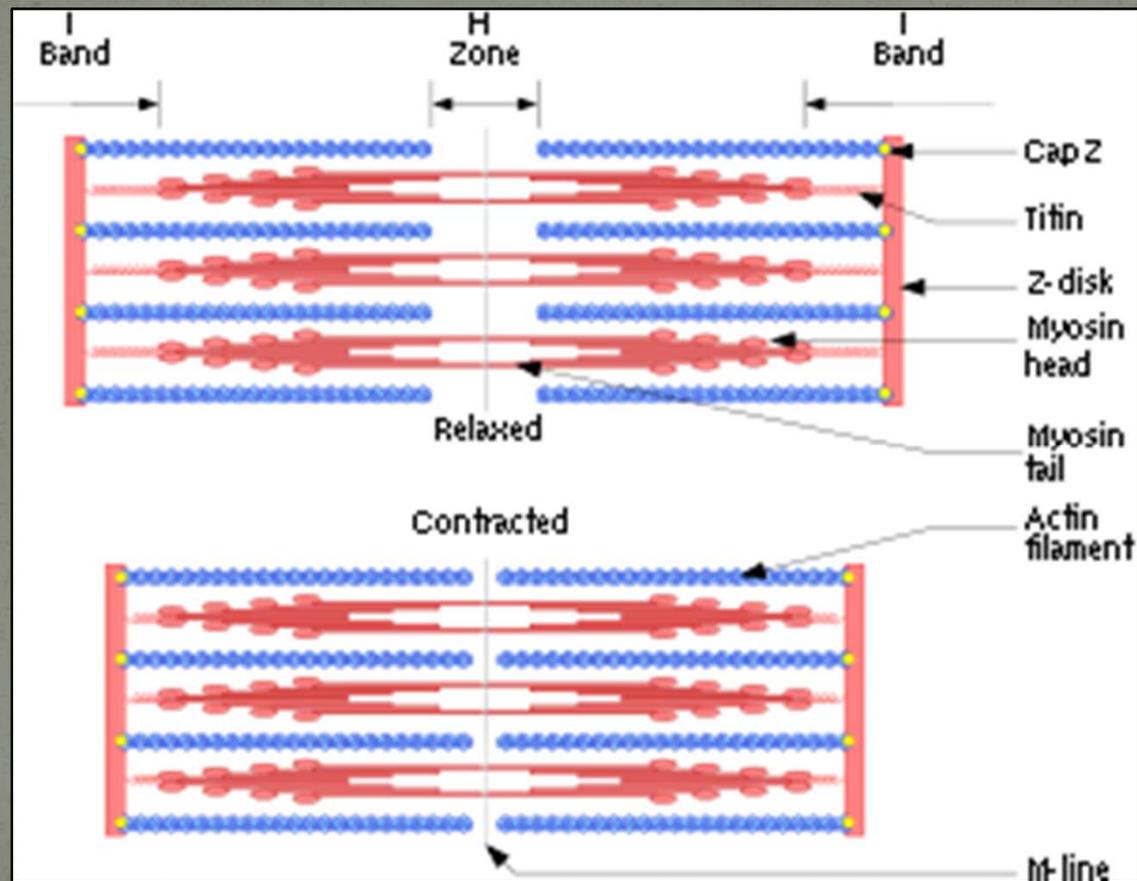


In the 1st recording the pt has unbalanced muscles. With inhibited abs & overly excited erector spinae muscles. When they attempt a crunch the abs only fire part way & the erector spinae DO NOT shut off. Then after stretching, the muscle groups were balanced.

How long would this take? That would depend upon the severity of the imbalance, muscle memory & activities of daily living. A few seconds if it is only a muscle spasm, perhaps years if it is chronic.

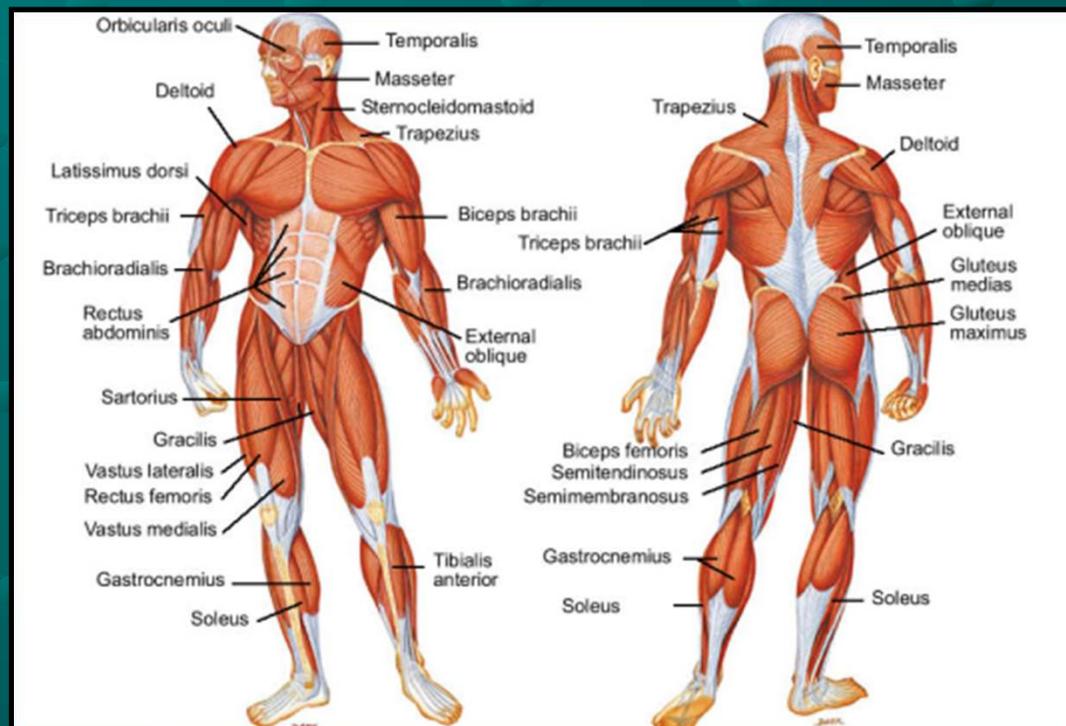
Sarcomere Complex

Remember muscle contraction is NOT an on-off switch, think dimmer switch where the muscle can be partially contracted.



Muscle Rules

1. Muscles are rarely 100% on or 100% off.
2. Ex. when performing a bicep curl what muscles fire?
Most muscles in your body will fire as they need to act as stabilizers. So at some level they are all contracting.



Shutting Off Muscles

So if we can shut off the involved muscles **BEFORE** we adjust then we gain a huge advantage. There are many ways to stop muscles from contracting or if they are in spasm, here is a list:

1. Slow breathing
2. Ice (massage it into the muscle)
3. Heat (massage it into the muscle)
4. Ischemic compression (tendon insertions or muscle belly)
5. Contract the opposing muscle
6. Contract the actual muscle that is contracting
7. Activator
8. Modalities (electric stim, ultrasound etc.)
9. Adjustment, but this list was for pre-adjustment

The Dynamometer Effect



When a pt squeezes typically the strongest is the 2nd, 3rd or 4th squeeze. Why? If the pt is trying equally hard Then the reason is that on the 1st attempt the forearm muscles are already in a shortened state & can **NOT** contract fully. After the 1st attempt the muscle has contracted & relaxed & is now lengthened. On the 2nd attempt the muscle can contract through a more complete ROM & thus have more power. With further attempts the muscle will begin to fatigue.

Trying Out PNF



Sit on the floor with your feet out in front of you.

1. try & touch your toes

2. Now take a slow breathe (2-5 secs) in & out & try to touch your toes again. Should be easier. This of course effects all your muscles & is why it is so important to have the pt take a breathe before an adjustment.

What would happen if they took 2 breaths or even 3?

Trying Out PNF



3. This time contract your posterior leg muscles for 2-5 secs. Then stop contracting & try touching your toes again. You should notice a difference. So before any adjustment or stretch it is important to contract that muscle first, as it will relax or shut off at some level.
4. The next step is to contract the antagonist group & then the agonist group for maximal gain. We will apply this to our side posture adjustment a bit later.

This few millimeters of gain will be a huge advantage when adjusting, as the jt will be opened **BEFORE the adjustment is delivered.**

Neck Extension Stretch



Fulcrum neck over fingers of all neck vertebrae. Stretches anterior tissues & mobilizes the neck. Don't forget to contract the anterior muscles first to help shut them off.
You can also contract in oblique angles to shut off additional muscles.



Chest Stretch

Lean through the doorway supporting your body.

Great stretch for pectoralis major & minor, **allowing** for better breathing.

Don't forget to contract the anterior muscles first to help them shut off.

***Best Results: Strengthening**

1. Always stretch the agonist & antagonist before strengthening.

Ex 1: If strengthening the upper back muscles, first stretch the chest muscles & then the upper back muscles to optimize muscle firing.

Ex 2: If strengthening the abdominals, first stretch the low back muscles & then the abdominals to optimize muscle firing.

***Best Results: Stretching**

- 1. Always contract the antagonist & then the agonist muscle before stretching.**
- 2. or simply contract the agonist muscle & then stretch.**

Ex 1: If stretching the hamstrings, contract the quads & then the hamstrings, then go into the stretch.

Ex 2: If stretching the calves, dorsi-flex your foot & then plantar-flex your foot, then stretch the calves.

PNF Stretching Protocols

PNF Reciprocal Inhibition: Take muscle to be stretched to tension. Have patient contract antagonist muscle.

This inhibits the agonist. Excellent for take home stretches.

Contract antagonist & hold stretch for 15-30 seconds or less based on patient tolerance/comfort.

Repeat 3-5x or less based on patient tolerance/comfort or need.

Allow 30-60 second rest between repetitions.

PNF Contract-Relax-Passive

Contract agonist for 5-10 seconds.

Relax for 1-2 seconds, while patient takes a slow deep breath.

Passively stretch agonist & hold stretch for 15-30 seconds or less based on patient tolerance/comfort.

Repeat 3-5x or less based on patient tolerance/comfort or need.

Allow 30-60 second rest between repetitions.

PNF Contract-Relax-Contract Stretch

Contract agonist for 5-10 secs.

Relax for 1-2 secs, pt takes a slow deep breath.

Contract antagonist & hold stretch for 15-30 secs or less based on pt tolerance/comfort.

Repeat 3-5x or less based on patient tolerance/comfort or need.

Allow 30-60 sec rest between repetitions.

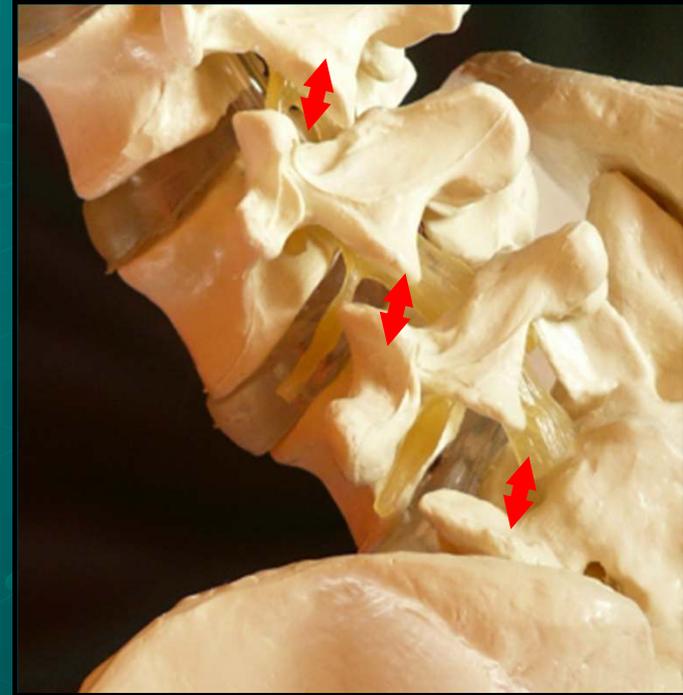


Low Back Seated Stretches



If the pt is seated upright & tries to rotate, the low back jts jam due to the “J” shaped facets. To get rotation the pt must lean back in an oblique angle.

*Low Back Side Stretch



If the pt is on their side & rotated, the jts open up. This is why we adjust the low back in a side posture position & not in a seated position!

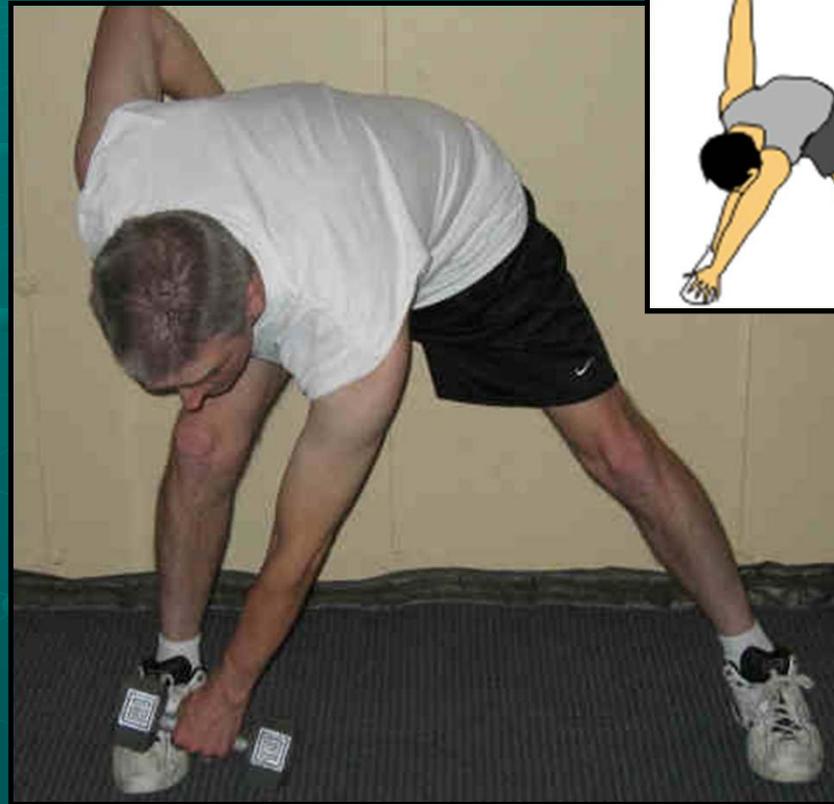
Bad Stretching Position

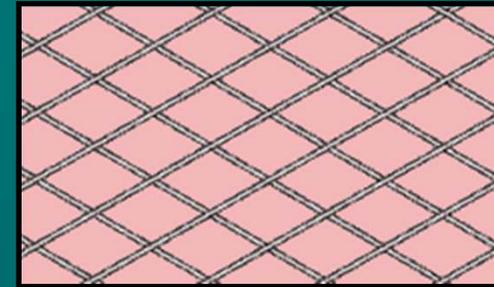
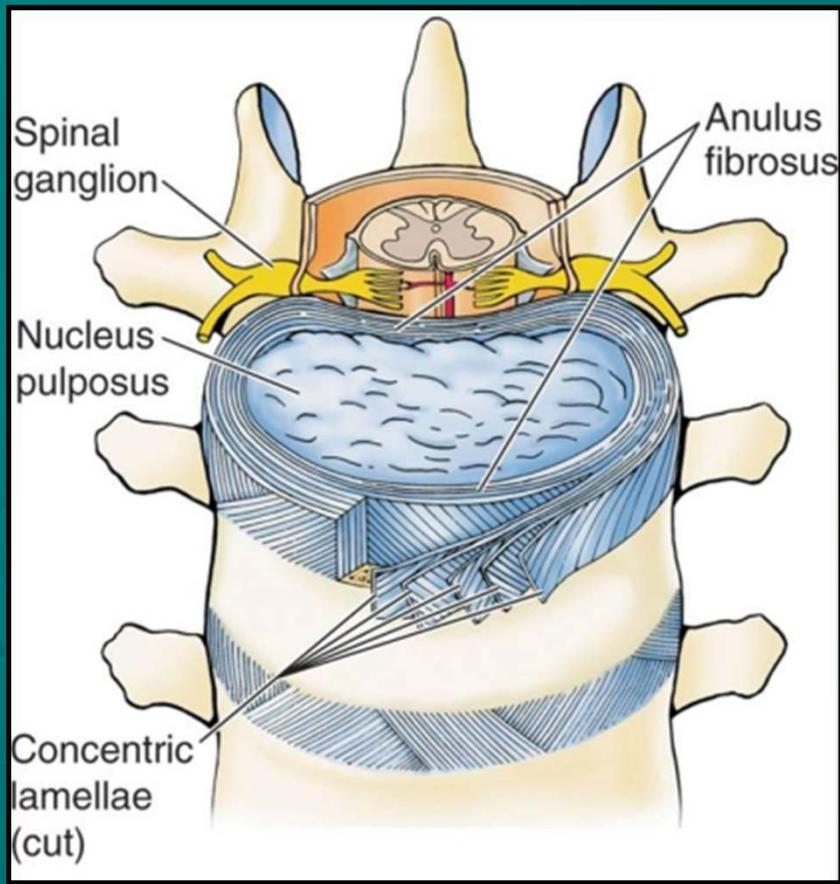


The calves, hamstrings, low back & upper back are all being stretched simultaneously. There is no isolation, which is needed to properly stretch, as the least tight muscle group will stretch the most. Also leaning over is always hard on the back.

Two rubber bands demo.

We Learned That In School?





Annular Fibers: Relaxed



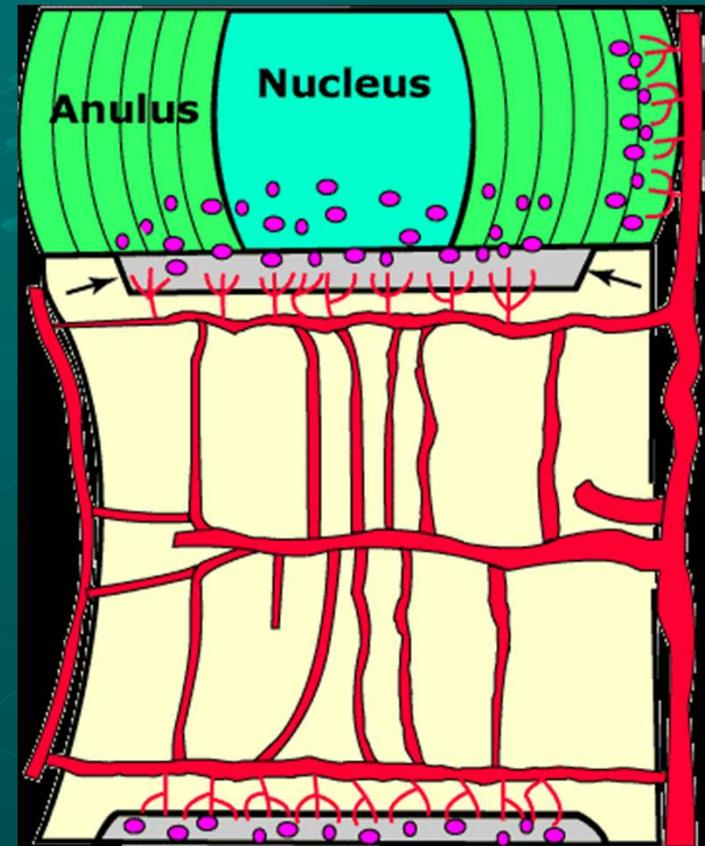
Annular Fibers: Under Stress

The annular fibers are at a 30° angle. When you lean forward & rotate half the fibers are under tension, while the other half buckle, (ligamentous crimp), making them susceptible to injury.

Motion & Nutrition

Immobilization arthropathies are probably due to nutritional failure. Avascular cartilage, behaving like a water filled sponge, gives off fluid on compression & takes it up on release of pressure. Alternate compression & re-expansion allows a supply of nutrients & removal of metabolic waste.

Arthritis & Rheumatism, 1984

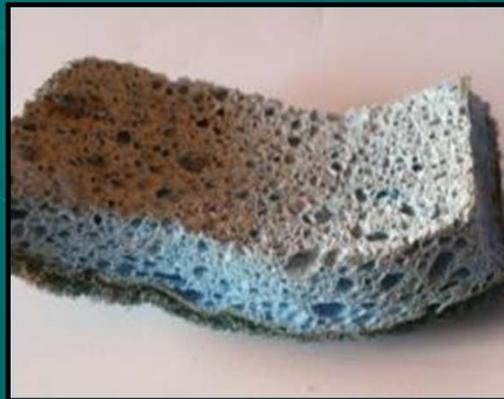


Patient Education: The Sponge

A dried-up & wet sponge are good examples of fluid flow & dehydration of the disc.

The dried sponge has no flexibility, decreased height & poor ability to absorb water.

Disc dehydration is the primary reason we get shorter as we get older.



Imbibition for the Discs



**Slowly swaying back & forth is great to prevent back stiffness & pumps the discs.
Imagine your L3 going forward & back.**

Chiropractic Technique



Reverend Samuel H. Weed, selected two Greek words, ‘cheir’ and ‘praktikos’, meaning when combined, “done by hand” Chiropractic. Great to help pts identify with our title.

Pain Theory:

↓ Pain

Immobilize

Ice

Effect:

Muscles atrophy/weaker

Muscles tighten

↑ Adhesions

↓ Proprioception

↓ Fluid flow

Functional Theory:

Speed healing

Mobilize

Heat

↓ pain

Effect:

Muscles stronger

Muscles looser

↓ Adhesions

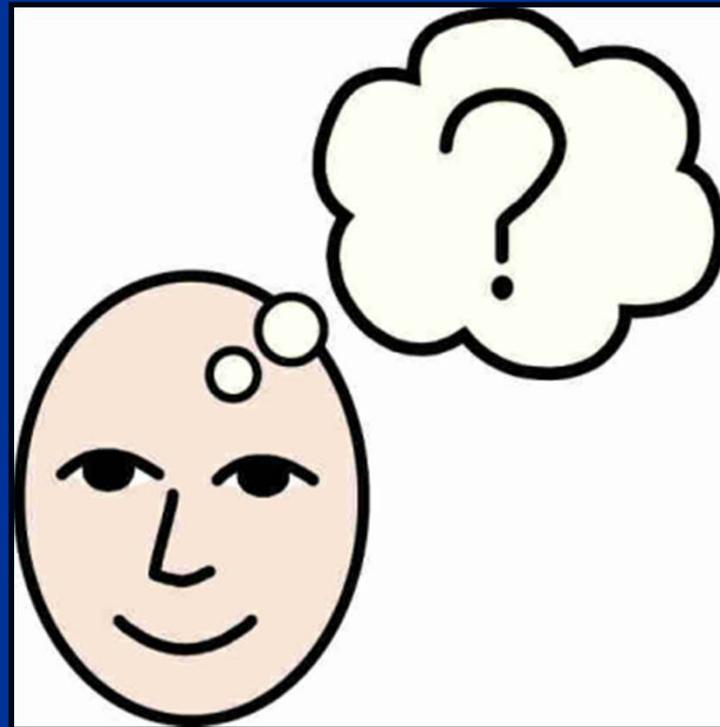
↑ Proprioception

↑ Fluid flow

**Remember the pt is focused on getting rid of the pain
& likely does not know about functional theory.**

What Is The Public Perception?

**Chiropractors perform many exams that pts are unfamiliar with, be sure to explain as you go!
(verbalize your routine spinal assessment
~ AK, leg checks, palpation etc.)**



Let Them Know What You're Doing!

- 1. What you're about to do**
- 2. Why you're doing it**
- 3. What you're looking for**
- 4. What you found**
- 5. What it means**
- 6. What you're going to do about it**
- 7. What are your expectations**

Adjust

(be able to do it)

**“Practice Does Not
Make Perfect.
Perfect Practice
Makes Perfect!”**

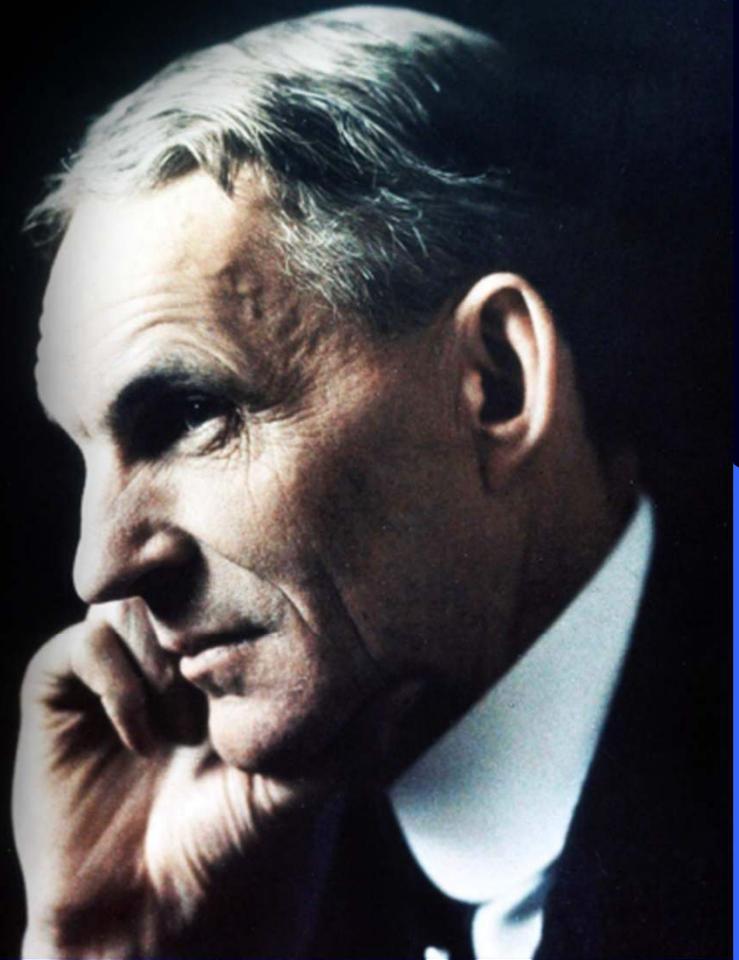
~ Vince Lombardi



Adjust (be able to do it)

“Whether you
think you can
or think you can't
you're right”

Henry Ford



Adjusting General Concepts

For all regions of the spine & extremity joints there are some basic ideas that apply to all adjustments. Let's take a look.



Myth Buster

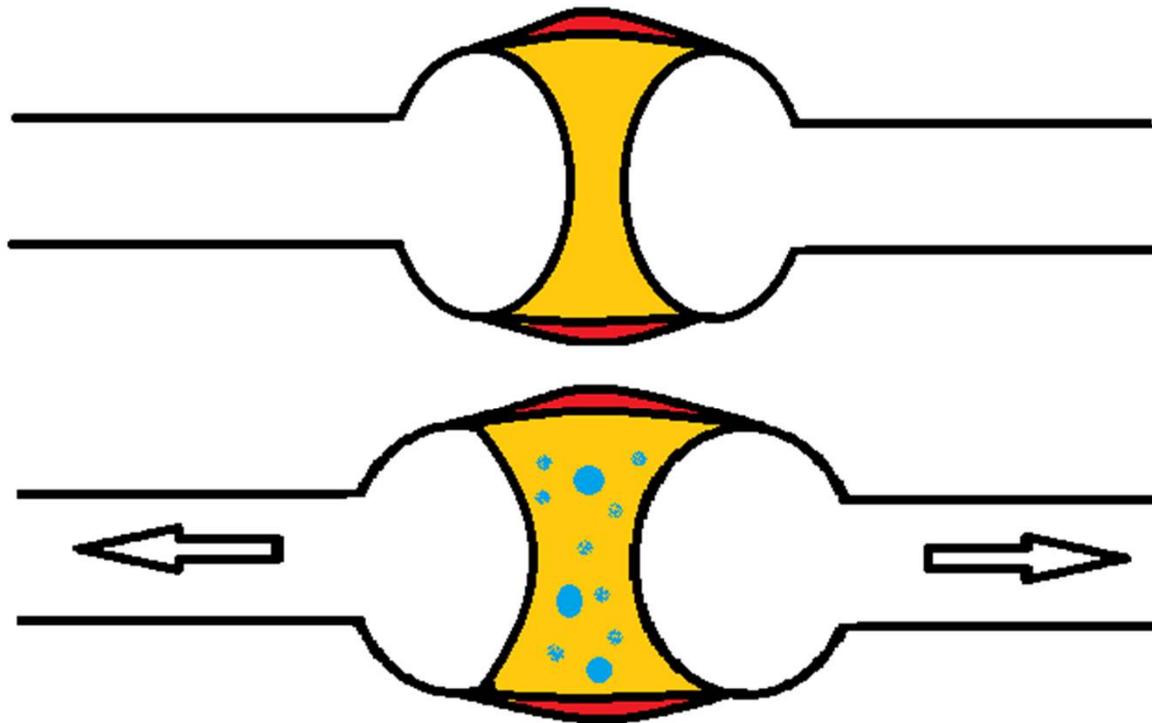
Isn't that "popping" sound bad?

Synovial fluid in your jts contains oxygen, nitrogen & carbon dioxide. When you adjust a jt you stretch the jt capsule, ↑ the volume by 15-20%. This creates a partial vacuum & the gas rapidly releases due to the pressure change. (similar to Boyle's Law, 1662).

The gas is about 80% carbon dioxide & takes about 20 mins to return to the synovial fluid. There are no studies that suggest "cracking" your knuckles will cause arthritis.

Myth Buster

Isn't that "popping" sound bad?



Cavitation in a joint is a result of expanding the distance between two joint surfaces when this happens pressure inside the joint capsule drops leading to the formation of gas bubbles. An audible "crack or pop" is heard when these gas bubbles expand and pop releasing the gas inside.

The Missed Adjustment

Pts feel like you failed if the jt was not gapped far enough to cavitate. This occurs because the soft tissue is too tight to allow for the cavitation **OR** the DC...

The pt wants to hear the “pop” & get that rush from the endorphins being released.

Let them know the jt still moved & muscles did relax. Typically an active ROM exam will demonstrate this.



No Audible?

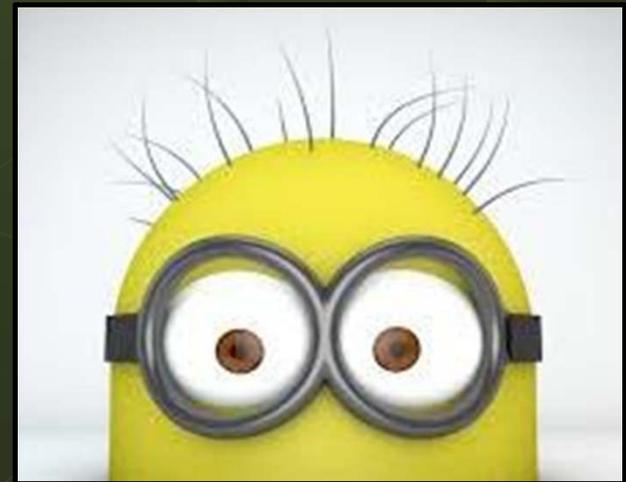
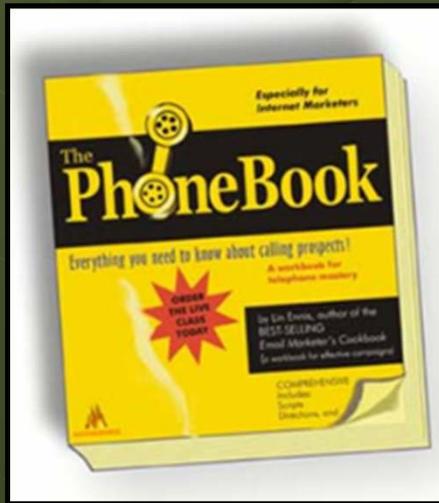
Pt: “I guess it didn’t need to be adjusted.”
or they think the jt didn’t move at all.

Try this: Crack a knuckle in your finger & show the pt how far it moved. Then do it again & show pt that the jt moves the same distance regardless if it “pops”.



Light Touch: Demonstration

Touch your forearm, the first time palpate firmly, the second time palpate lightly. Which way can you feel the most detail? Remember the hair in the phone book drill. Now try that with your spinal palpation skills! The lighter your touch is, the more comfortable the pt is & the less the pt's muscles will tighten, for an overall better experience!



Contact: Demonstration

Use a light contact as if you are touching a child.

Your hands should be hovering around the pts body, not stabbing in.

Watch for aggressive contacts!

No digging as the pt will become tense!



Do you still need to keep your finger on the contact?



Try not contacting the pt **AT ALL until they have taken a breath.**

This decreases pt tightening, which allows for the relaxation effect of the breath & decreases low back stress for the DC!

Broad Non-Specific Contact vs. Specific Contact

With a broad contact the pt **does not** tighten up & they maximize the ability to breathe.
As you go to adjust simply move your hands so you have a specific contact.



No Specificity?



As you give the adjustment your hands shift from a non-specific to a specific contact.

Try this?



Put your hand flat on a table with your wrist straight.

Push down with equal pressure throughout your hand. Now try pushing down & have more pressure through your pinky (5th digit), but **DON'T** move your hand or bend your wrist. Now place more pressure on your fleshy pisiform, again **DON'T** bend your wrist.

This allows you to adjust with a flat wrist, while maintaining your specificity, although it will **NOT** look specific.

Tissue Pull: Demonstration

Just move the loose tissue out of the way.

No digging as the pt will become tense!

We are **NOT** trying to get bone-on-bone contact!

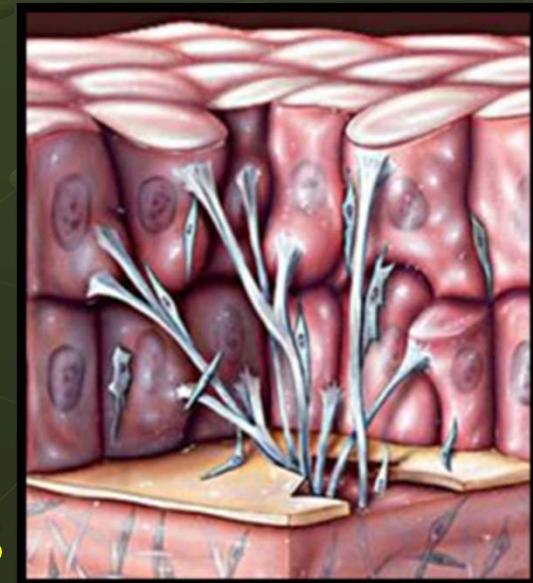
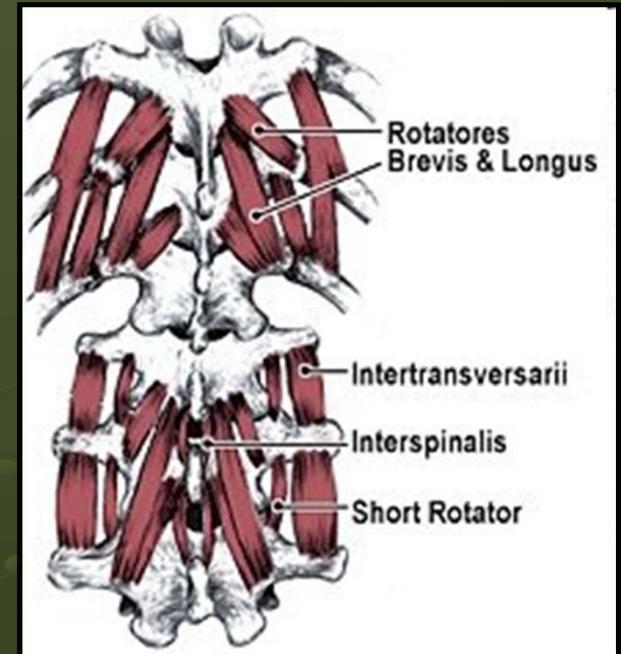


Multiple Vectors & Torque

The more vectors and/or torque you can include in your adjustment the easier the jt will release.

This is true because of the biomechanics of the bony jt & that the muscle fiber angles vary for a given joint. Using multiple directions maximizes GTO firing in the highest number of muscle fibers. Also maximal adhesions are broken and/or stretched & the pt is more relaxed & comfortable.

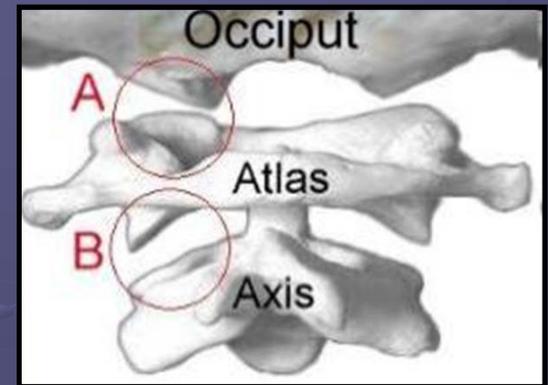
Why do muscles have multiple actions?



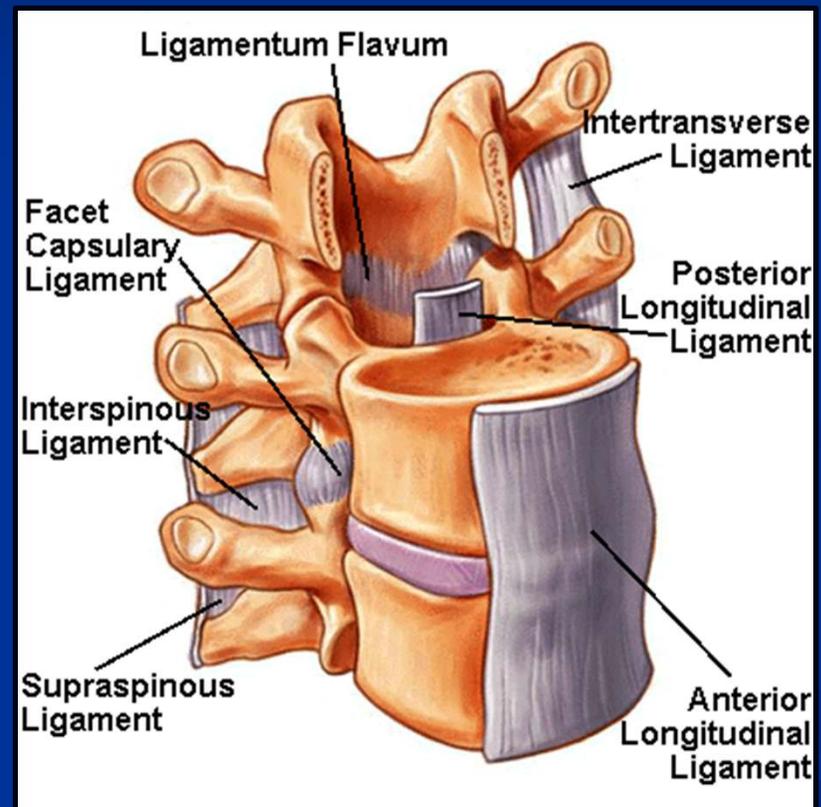
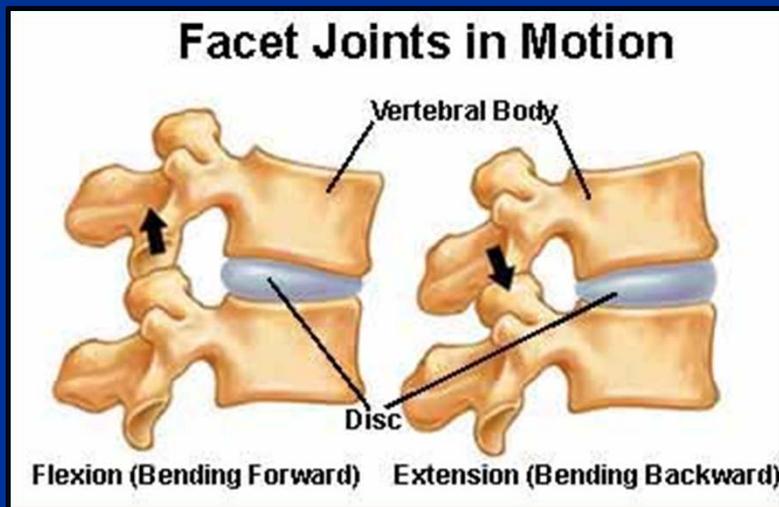
Reading the joint!

What is our line of drive? It has to be with the plane line of the facets, which is the direction that allows the most glide. Push in several times so you can “feel or read” that glide. Remember most jts have multiple motions, so incorporate multiple motions in the **correct sequence** to insure that the jt opens as efficiently as possible.

Practice on another DC. The goal is to be able to have your set-up feel exactly the same to them 5 consecutive times.



Lumbar Spine Adjusting



What's Wrong With This Picture?

Please list as many things as you can that this DC is doing wrong.



What's Wrong With This Picture?

1. No pillow for pt's head.

Make sure pt is comfortable & confident that they will not fall off the table! Pillow for the pt's head. This makes them comfortable & avoids their back muscles from straining.

2. DC has broken the rule of 90° seven times.

The rule of 90°: any time a joint is bent at or close to being bent at 90° the joint is at risk of being damaged, as the energy from the thrusting motion will drive directly through that joint. In this picture his wrists, elbows, shoulders & low back are all in clear violation of the rule.

What's Wrong With This Picture?

3. The gap between his contact hand & his tie.

This is a huge mistake as this is forcing him to use all shoulder & arm & NOT his body. The adjusting hand should be directly even with the DC's sternum.

4. His stabilization hand is on pts shoulder. This causes the DC to lunge forward & again puts him in a position where he can NOT use his whole body. The correction is to have the pt place their hand on their rib cage & then the DC places their stabilization hand on top. This pushes the DC back & allows the DC to get their whole body into the adjustment.

What's Wrong With This Picture?

5. The pts bottom arm is bent at the elbow & rests on the table. **This classic position STOPS** the pt from being able to roll themselves. **The DC must now push the pt, which is too much work for the DC & can cause shoulder problems for the DC long term.**





Correction: Pts bottom arm needs to be bent up towards their head not down by the pt's ribs.

This allows the pt to roll under the DC without the DC having to touch or push the pt under their body, **AT ALL!**

Lumbar Spine ~ Pt Rolls

Having the pt roll under you avoids you having to push on the pt & injuring your wrist, elbow, shoulder & low back.





Side Posture: PNF Stretch



Use PNF protocols to help pt relax before and/or after an adjustment. First have the pt contract their low back muscles by pushing into your hand. These muscles are the overactive group so this will help them relax. You can also have the pt push their knee up toward their chest against resistance, (isometrically or full ROM), to relax the hip flexors. Now you can have the pt contract the abs as the abs are now less inhibited & this will help shut off the low back muscles even more. Now adjust the pt.

Lumbar Spine

Side Posture: PNF Stretch



This position uses a nice longer lever.

Lumbar Spine - Seated PNF Release



Have pt extend back into your hands providing resistance. Works well to shut off spasms before or after an adjustment. Have pt go through all the 6 ROM's. For best results use a full ROM if the pt can.

Lumbar Spine ~ Line Of Drive



The sequence of the line of drive is critical.

It **MUST** be:

1. S to I down the spine
2. then into posterior pelvic tilt
3. and finally lumbar spine rotation

If you rotate first you jam the lumbar facets.

Lumbar Spine ~ Contact



**Traction down the pt's spine to open facets.
Slide your pisiform to segmental contact position.
You now can have a specific contact without
bending your wrist & jamming your pisi into the pt.
So it will **NOT** look specific, but it is. Pt is more
comfortable & you are not killing your wrist.**

Lumbar Spine ~ Pt Rolls

Now have the pt roll underneath you. As the pt rolls under you vs you pushing them, they should bring their knee up.

This induces posterior pelvic tilt & continues to traction the low back & open the facets. This will maximize the ability to rotate the lumbar spine. Bringing the knee up will actually cause the hip flexors to fire, but once the pt reaches their own end range they will stop & the hip flexors will relax. This is PNF!

This also takes the guess work out of the DC trying to take the low back to tension as the pt will “feel” when it is to tension & stop on their own!



Lumbar Spine

**Lift back leg
& use as a long lever.**

**The inside of the DC's thigh
should be up against the
backside of the pt's thigh.
Now just drop your body
down & around following
the natural opening
mechanics of the facets of
the lumbar spine!
Often moves with set-up!**



Fire Hydrant ~ Kick Move



Grab the back of the pts thigh with the inside of your thigh to get the proper lumbar spinal flexion & pelvic rotation. Do **NOT** go straight down the seam of the pt's pants as that only jams their thigh into the table & jams the hip jt.

Patient Education:

(public has no idea what we are selling)



Marketing Ideas

Internal

Box on the Wall
ROF
Care Plan
Re-eval
Wellness Letters
Newsletters
Testimonials
Diploma's
Awards
Chiro Literature
Chiro Information
Sayings
Follow-up calls (noshows, late, out of town)
Reminder calls (before appointment)
Health Talks
Schedule Multiple Visits
Pre-pay
Polaroid pictures of patients on walls
Community Board
Free vitamins/echinacea tablets/water
Demonstrations

External

Screenings
Flyers
Radio
Newspaper
Clubs/Associations
Lions
Rotoray
Chamber of Commerce
Womens Club
Gyms
Church
Ergonomic Talks
Daycare
Stores
Scoliosis Screenings
Health Fairs
Sporting Events-Booth
Phonebook
Movie Theater
5% to group of the month
Sponsor sports team
Free Care for high school team
Team Dr.



backtochiropractic.net

Free Materials

How Many Visits Does It Take To Shift The Pt's Paradigm?



Shifting Paradigms?
**1% keep their New Year's
Resolution for the year.**
93% blow it by Jan 12th!
Pluto Not A Planet?



Talk Over The Patients Head

Impress the pt on that initial visit. Let them know you are highly educated & DIDN'T just attend a weekend course.

How smart do you sound on a routine visit?



Chiropractic Education Class Hours	Subject	Medical Education Class Hours
520	Anatomy	508
420	Physiology	326
271	Pathology	335
300	Chemistry	325
114	Bacteriology	130
370	Diagnosis	374
320	Neurology	112
217	X-Ray	148
65	Psychiatry	144
65	Obstetrics & Gynecology	198
225	Orthopedics	156
2,887	TOTAL HOURS	2,756
Adjusting, Manipulation, Kinesiology, and other similar basis subjects related to their specialty.	Other required subjects for doctors of medicine/doctors of chiropractic	Pharmacology, Immunology, general surgery, and other similar basic subjects related to their specialty.
4,485	GRAND TOTAL CLASS HOURS	4,248

62% of US adults used complementary & alternative medicine

43.0% prayer for one's own health

18.9% natural products

11.6% deep breathing exercises

7.6% meditation

7.5% chiropractic care

5.1% yoga

5.0% massage

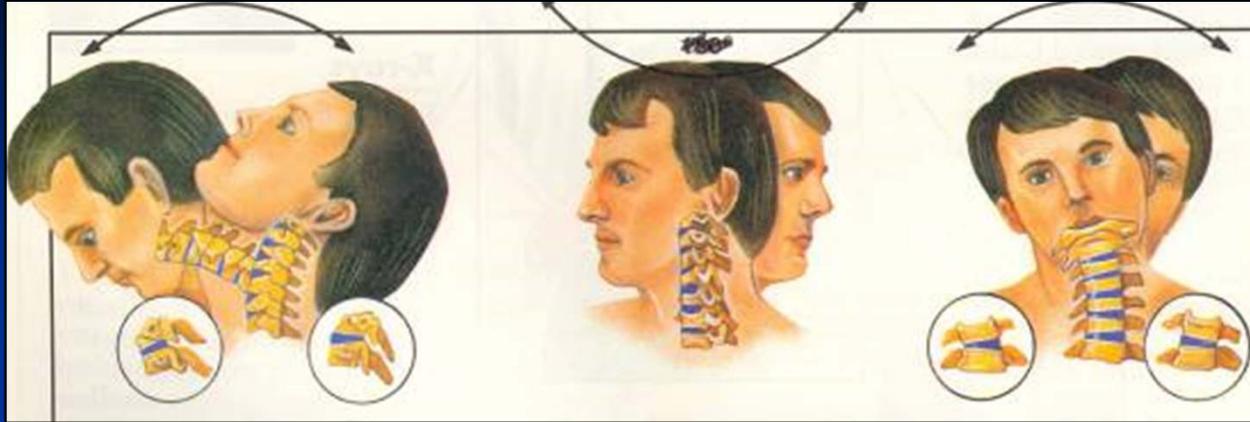
3.5% diet-based therapies

CDC National Health Statistics, 2004

What % of the population should get adjusted? 100%

Please list 10 reasons why!

Pt Education Subjective ROM: Neck



Have your pt go through all 6 neck motions.
(can be done on low back too)

Ask them if they move symmetrically, smooth,
with no obstructions or pain.

**Notice how many DC's fail this! So they need an
adjustment. The big question is if you did pass would
you still want an adjustment? Of course!**

DC challenge, why?

Stop & make your list & post it in your office!

Group Discussion

How often should someone get adjusted?
One time per month? Is this often enough
if the physiological effects of lack of
motion begins with-in 4 hrs?



Analogies For Pts

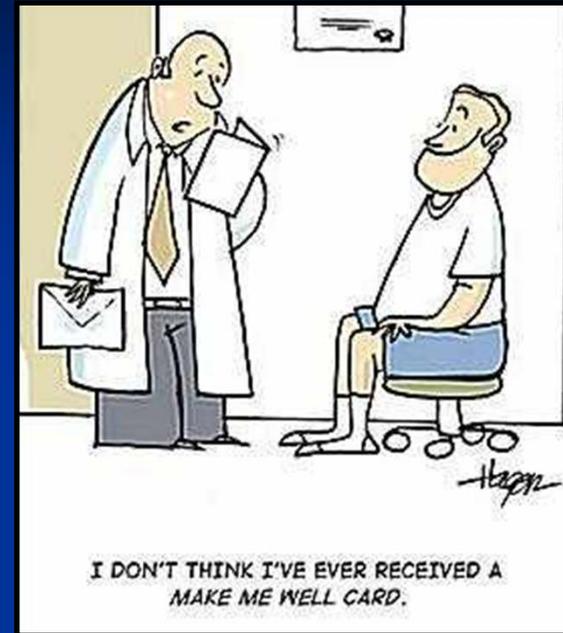
How often should someone:

- eat fruits & vegetables
- work out
- stretch



Once a month? No! To change & maintain the physiology of tissue, the above things need to be done often if not daily. What about the adjustment?

Why Do Some Pts Come In Only Once?



Ever go to a restaurant & say everything was fine
& then on the way home say,
“we are never going there again”?
Does that ever happen in a DC’s office?

Don't Get Complacent!

Is a neck adjustment a big deal?

In terms of doing it perhaps not, as you do it all the time. But in terms of the benefit it **IS** a huge deal. Remember to the pt it **IS** a big deal, as they may be concerned about injury or just afraid of the unknown. So explain it & don't minimize it!



“It’s a simple operation. Routine. Boring. I’m only doing it for the money.”⁹⁹

Outrageous Claims?

Never say you prevent something,
rather use the idea of decreasing risk.
Testimonials & supportive peer reviewed
literature posted in your office are really
effective!



Chiropractic Diversity: Good or Bad?

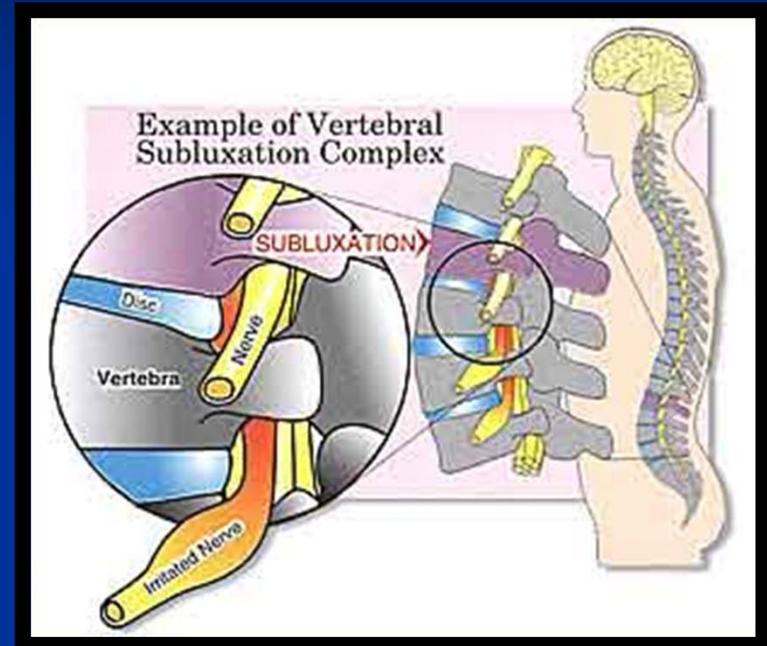
Does our diversity confuse the public?

Compare us to the dental profession. Most dental care is standard & the experience seems to be the same from the public's perspective.



*Subluxation

1. Myopathophysiology
2. Neuropathophysiology
3. Kinesiopathophysiology
4. Histochemical Changes
5. Pathophysiology



How many DC's use this term?

How many words in the English language have only one definition?

“Minuscule amounts of pressure on a nerve root (10mm Hg, equal to a feather falling on your hand), resulted in up to a 50% decrease in electrical transmission.”

-Seth Sharpless PhD & Marvin Luttges PhD



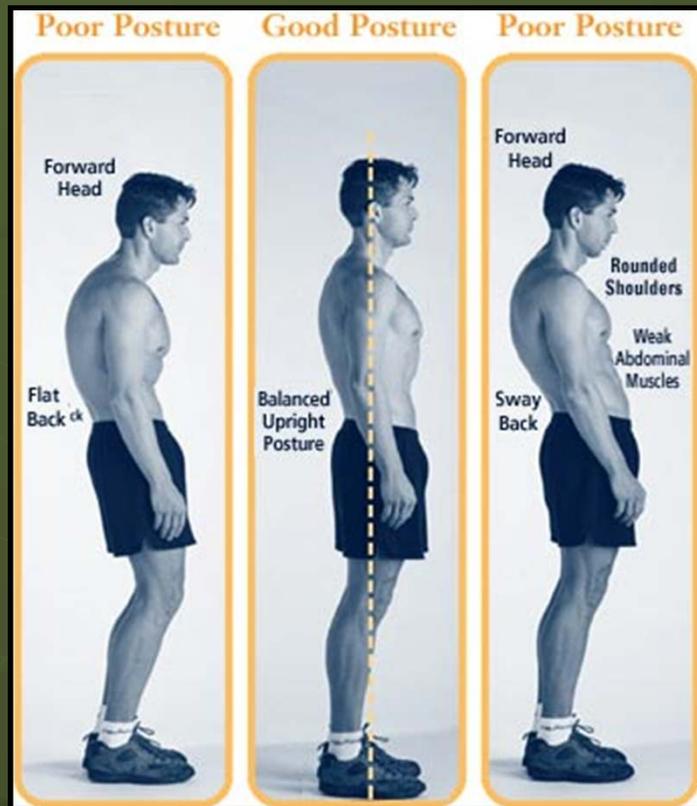
“Subluxations are real.

We have documented it to the extent that no one can dispute their existence. Vertebral subluxations change the entire health of the body by causing structural dysfunction of the spine and nerve interference. The weight of a quarter on a spinal nerve will decrease nerve transmission by as much as 60%.”

-Chang Ha Suh, PhD



Posture is #1



Posture affects & moderates:
spinal pain
headache
mood
blood pressure
pulse
respiration
sympathetic function
homeostasis
autonomic regulation
breathing
hormone production

American Journal of Pain Management, 1994

Pts may not understand the terms in this list. Idea: Have term or concept of the week.

Post on your website or in your office, or email it to pts.

Don't Believe Me? Take A Look

Have your pts
observe the posture of
people over 50.

Typically people with good
posture appear healthy &
people with bad posture
look ill.



Power of Posture

- All measures of health status showed significantly poorer scores as C7 plumb line deviation increased forward of the sacrum.
- Even minor forward head/body sagittal balance is detrimental.
- The severity of symptoms increases in a linear fashion with progressive increase of forward head/body sagittal imbalance.
- There was clear evidence of increased pain and decreased function as the magnitude of forward head/body sagittal balance increased.

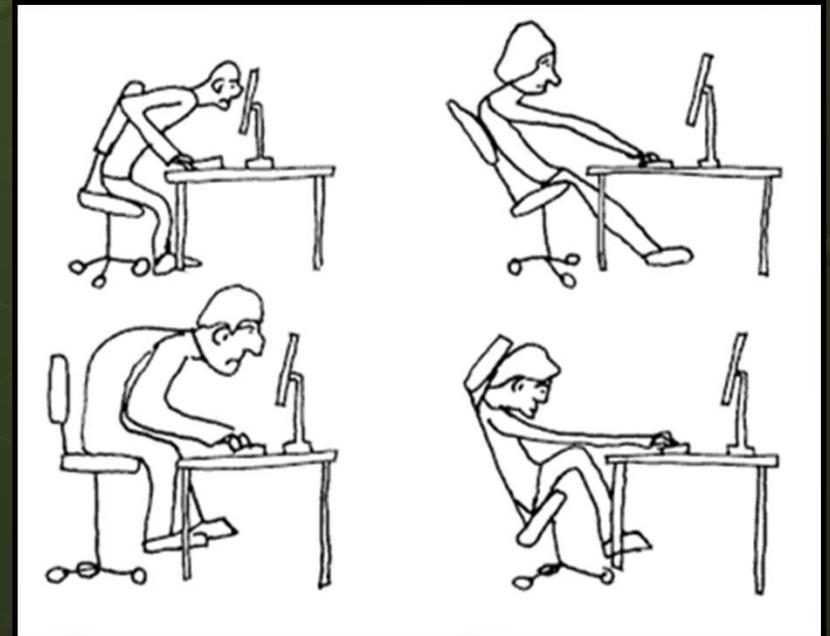
Spine Volume 30(18), September 15, 2005 pp. 2024-2029

Sit-up Straight!

Loss of proper joint structure & function (due to poor posture)

↑ adhesion formation in spinal soft tissue.

Grieve, Common Vertebral Jt Problems, 1988



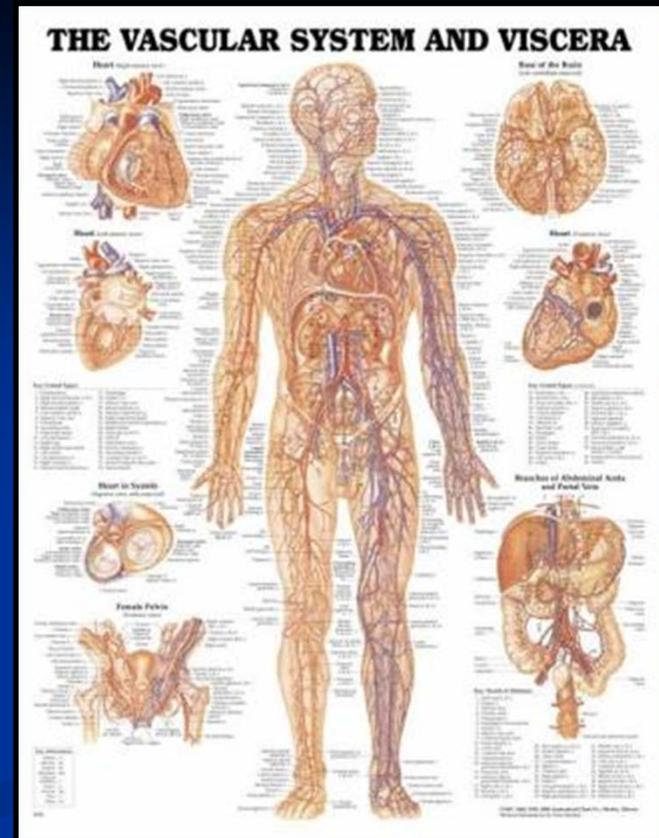
“Better than 90% of the energy output of the brain is used in relating to the physical body in its gravitational field. The more mechanically distorted a person is, the less energy available for thinking, metabolism and healing.”

**Dr. Roger Sperry,
1981 Nobel Prize in Physiology & Medicine**



Patient Education

Pain Relief & Blood Flow



Squeeze your forearm & let go. Ask the pt why the skin turns white. Ask your pt what they think happens when their muscles are tight. That's right - decreased blood flow & trapped chemicals which cause pain. What would happen if you got adjusted & the muscles relaxed?¹¹⁰

Why Don't You Die When You Sleep?
Great question for your pts, they actually don't know. Now we can talk about the autonomic nervous system!



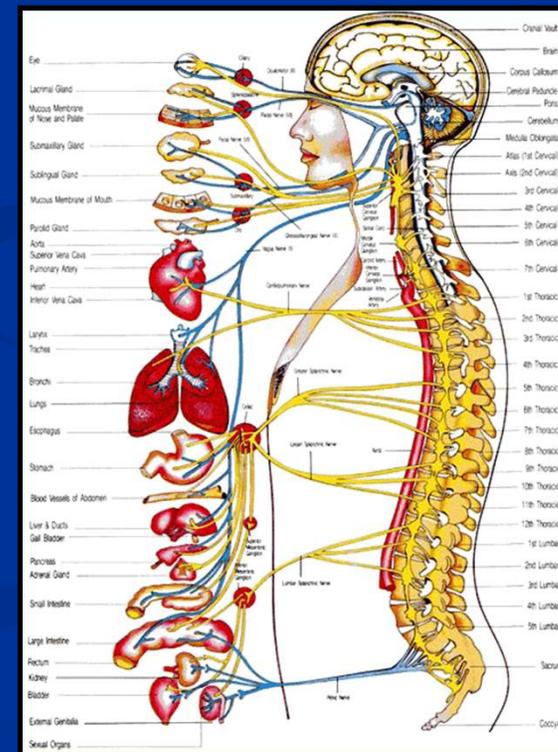
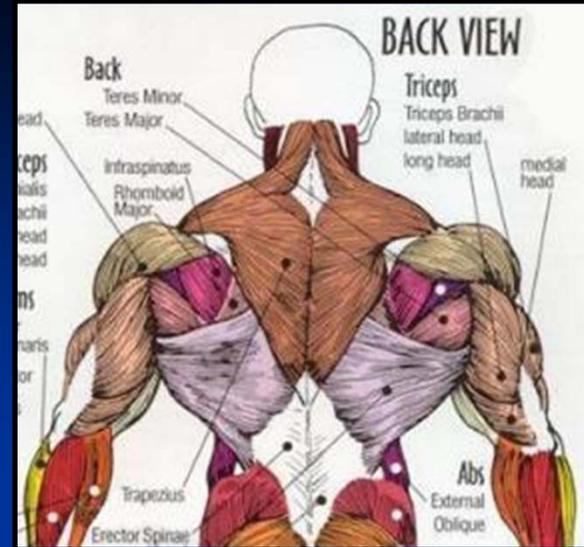
Wellness: Nervous System

AK Posture Check

Stand up straight & put your arm out at 90° to your side then have someone push down on it.

It should be strong.

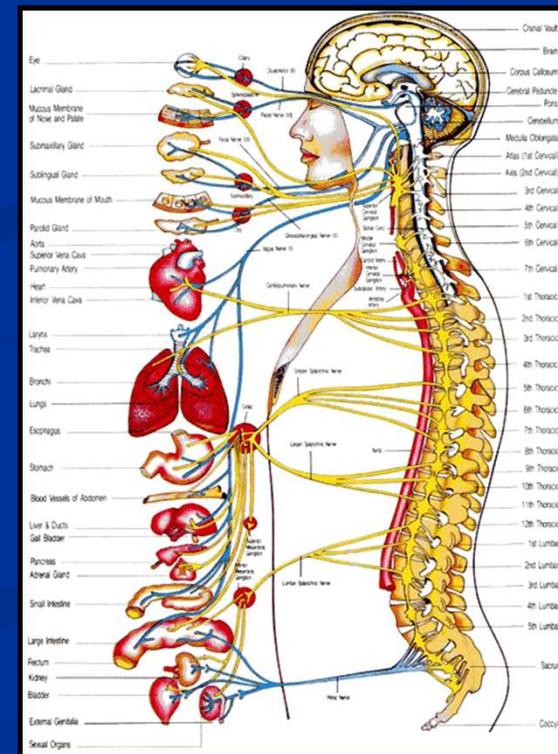
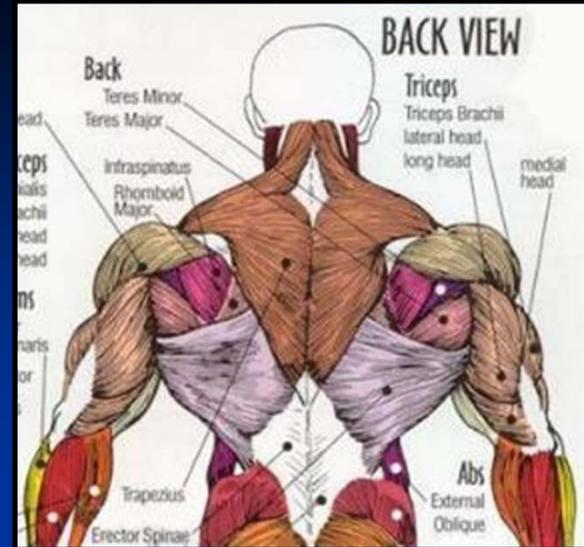
Now slump over (anterior head translation & flexion) with bad posture & push down again, your arm should be weak.



Explanation:

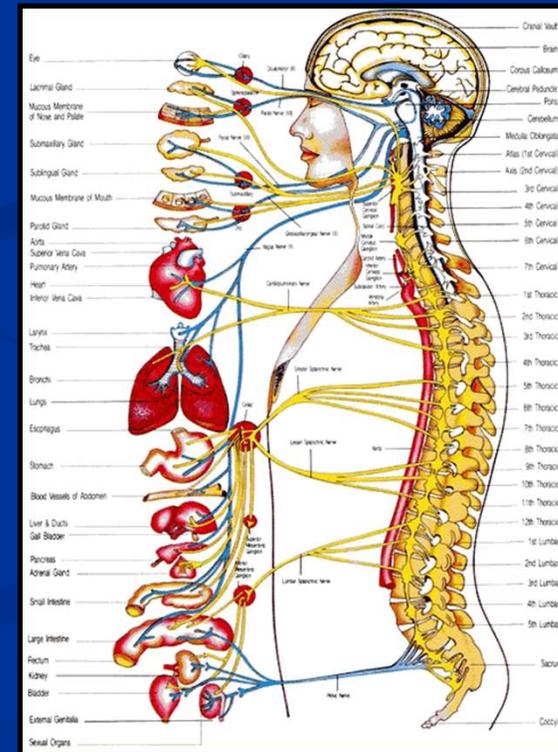
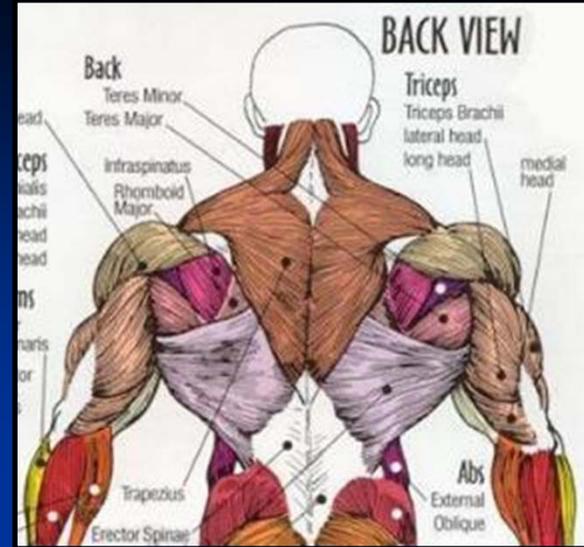
Review with pt. So with good posture your shoulder was strong? Yes. With bad posture it was weak? Yes.

So do you think that only the shoulder muscle was affected or do you think it affects your entire nervous system as well? Entire system.



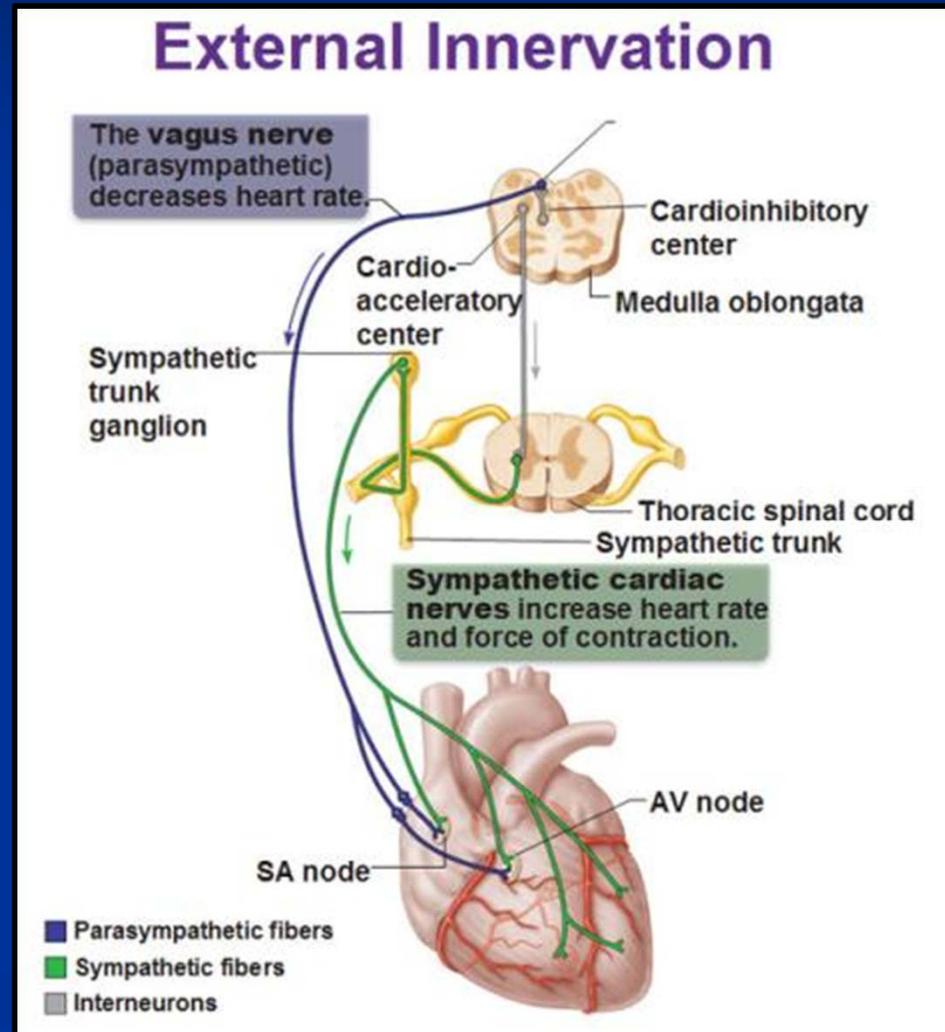
Final Part

So if we adjust your neck & upper back, getting your shoulders & head back in a good postural position, what do you think will happen to your nervous system? Wait for the pt to answer, way more effective than you telling them!



Wellness: Nervous System

If you cut the nerves that go from the brain to the heart what would happen?
What if those nerves were compressed?



Wellness: Respiration & Cardiovascular Health



Have your pt sit-up straight & breathe. Then have them hunch over & breathe. Ask them the difference - it's obvious. **Try breathing through a straw.** Let them know chiropractic helps maintain proper breathing & explain the importance of oxygen & decreased pressure on you heart. Also perform a pre/post adjustment breathing test, or use a spirometer.

Wellness: Respiration & Cardiovascular Health



Video them with THEIR phone pre & post adjustment so they can see the changes.

Seeing IS believing!

Again ask the pt what they think will happen to the cardiovascular & respiratory systems with chiropractic care & postural restoration.

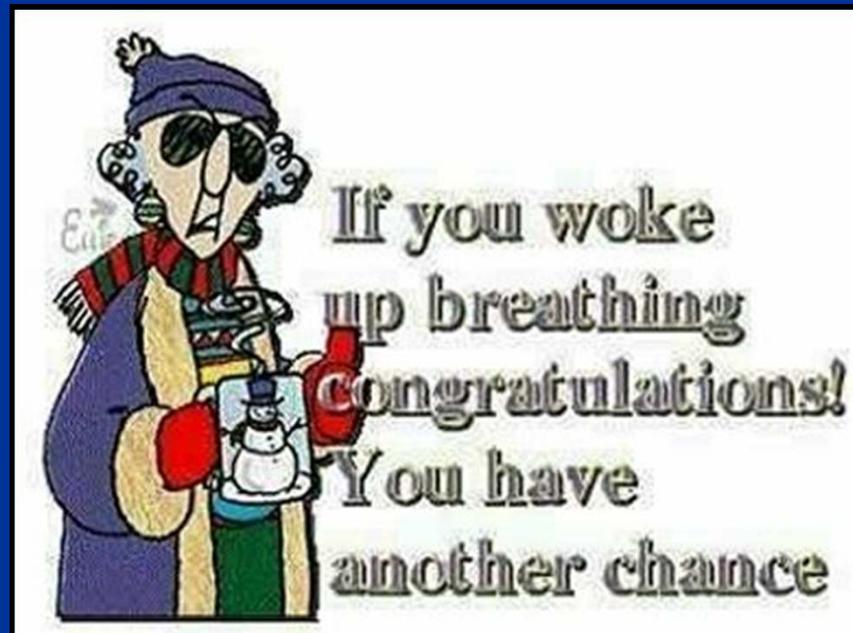
*Respiratory System

After age 20 vital capacity

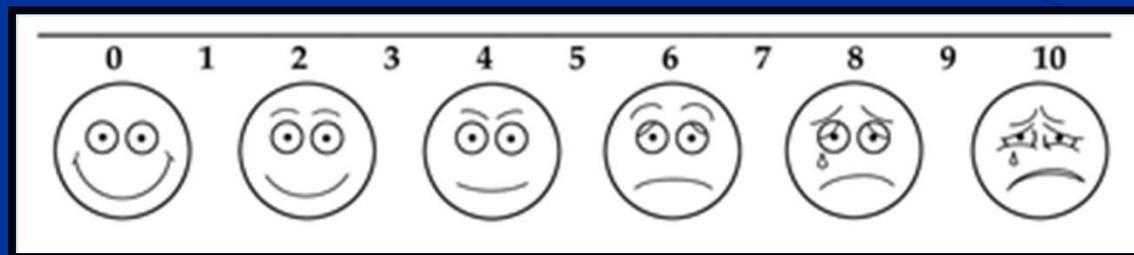
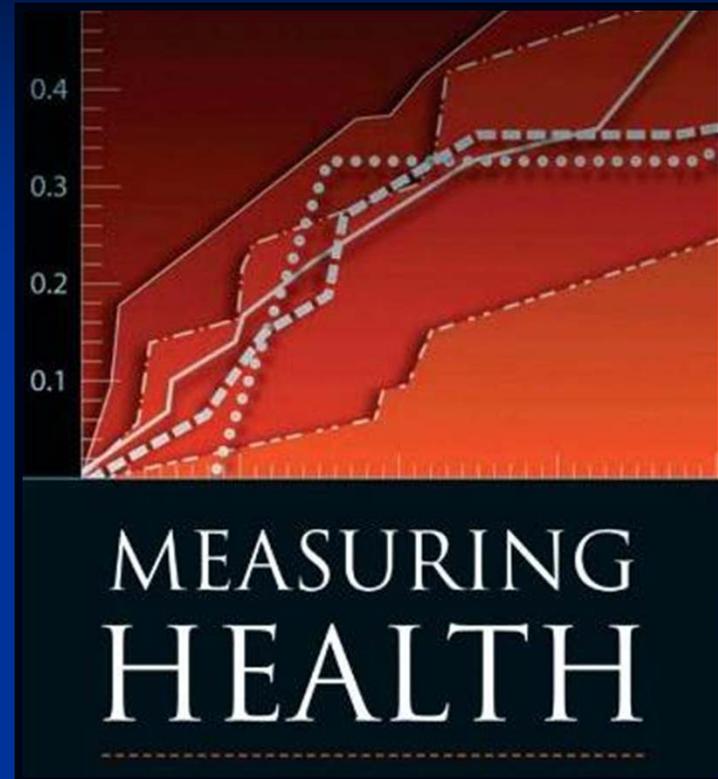
↓ 5-20% per decade

(maximum volume of air that a person can exhale after maximum inhalation)

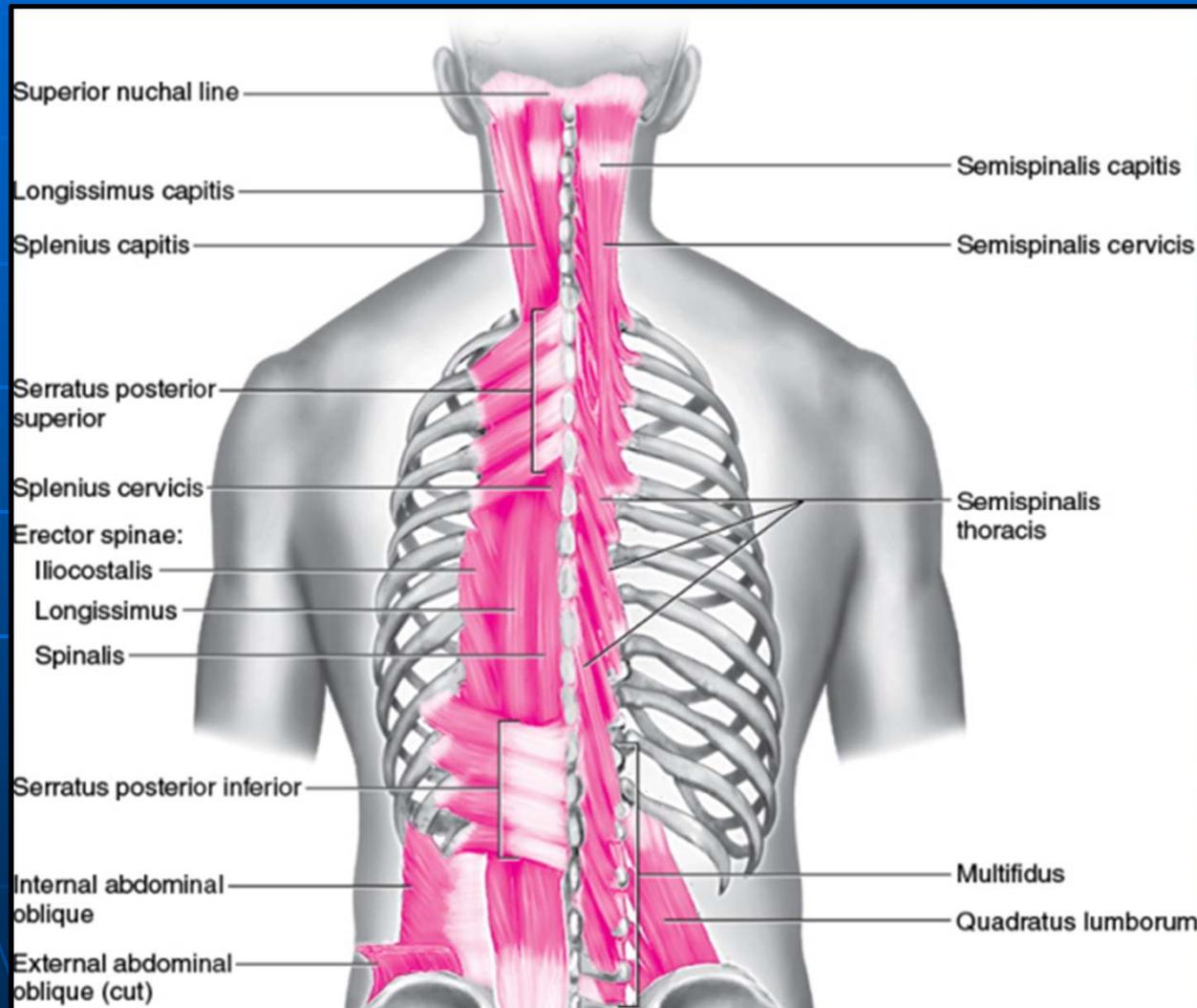
Brian K Ross MD, University of Washington



**List 10 ways to
measure health
or wellness in
your office other
than pain.**



Thoracic Adjusting



More PNF In The Thoracic Spine

Before you adjust the pt, have them retract their scapulae & lift their head for 2-5 seconds.

This helps relax the pt's thoracic spine.

Now adjust.



PNF in Thoracics



Before you adjust the pt, place your hand on their back where you are about to adjust. Apply downward pressure & have the pt inhale. This will force the muscles of inspiration to contract & then relax, (PNF). You will actually notice that the pt breaths better after this. So the pt will be more relaxed. Now adjust.

Tissue Pull Demonstration



Find the segment you want to adjust & take your tissue pull. Once you have the contact point, move & shake your hands around. This also fires the GTO's, inhibiting the involved muscles. The pt will get a much smoother, more comfortable adjustment.

This can also help distract the pt.

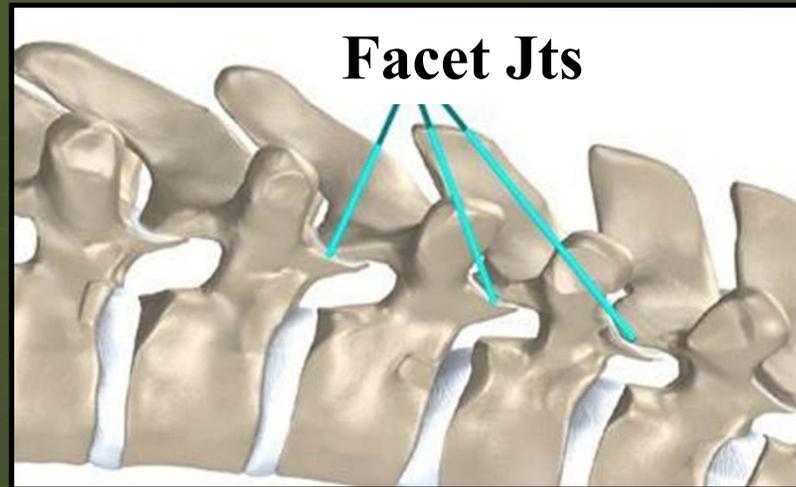
The point is you do NOT have to dig in.

Thoracic Spine ~ Contact



Traction up the pt's spine to open facets.
Use a double knife edge & **NON-specific set-up** to allow for maximal pt breathing & comfort.
Then torque the proper direction & finish P to A.
Bridging the table (seen above) will open the jts **BEFORE** you adjust.

Thoracic Spine ~ Line Of Drive



The sequence of the line of drive is critical.

It **MUST** be:

1. I to S up the spine
2. then rotation
3. and finally P to A

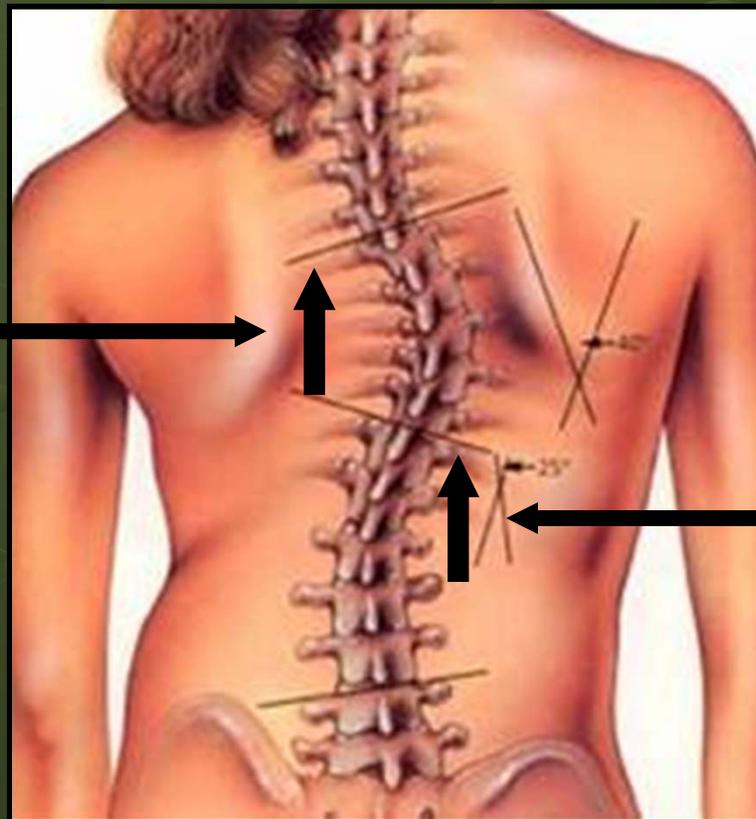
This biomechanical sequence maximizes gapping the facets & pt comfort as there is no jamming.

Sequence Of Events

Important to open facets before you thrust.
Ex. For scoliosis if you only torque you will likely **NOT** get the facets to gap efficiently.

Use multiple vectors & torque!

1. I to S
2. Torque Up
3. P to A



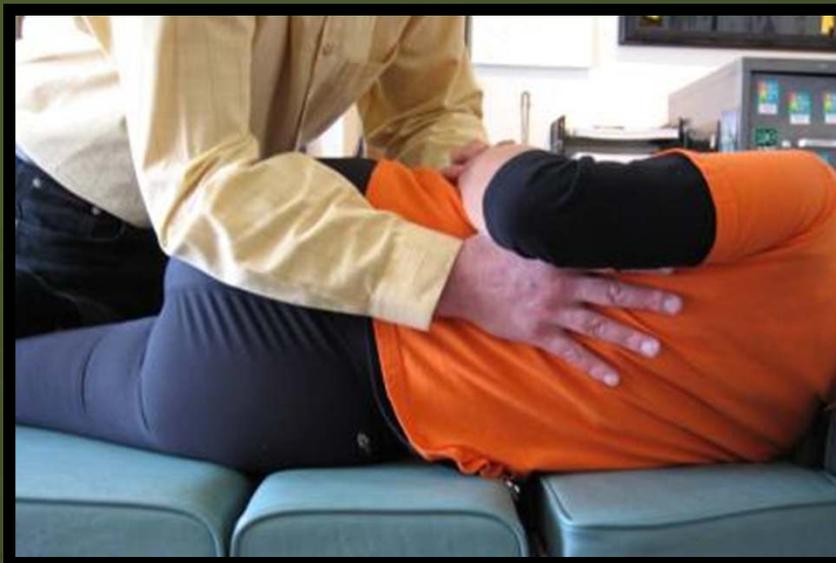
1. I to S
2. Torque Up
3. P to A

DC Position



- 1. Stand on side of pt by their pelvis.**
- 2. Use double knife edge.**
- 3. DC should then lunge into pt using their entire body, instead of just upper extremities.**
- 4. DC should have their back leg kick up acting as a long lever to gain energy.**

Thoracics In Side Posture?



Yes! Why? The thoracics allow for a lot of rotation. So to adjust them effectively you want to use that rotational component. If the pt is prone or supine you limit the rotation losing a major part of the jt motion!

Try it, maybe as high as T6!

Myth Buster ~



I don't need a Chiropractor, my pain is gone. Pain is often the first thing to go in the healing process; think broken arm. Cancer & diabetes can develop for years before you're aware of symptoms. If you're feeling good couldn't you feel even better? Think dental care, oil change & proactive health! **Wellness care, adjusting areas that don't hurt?**

Patient Education: Sprained Ankle

Pts often have a hard time understanding a sprained low back or neck, so use a sprained ankle as an example, as these are the same.

(most pts have sprained an ankle),

Ask the pt what they think is happening inside their low back (area of pain) on the initial intake form, it's likely they will not know.



Pt Education: It may hurt!

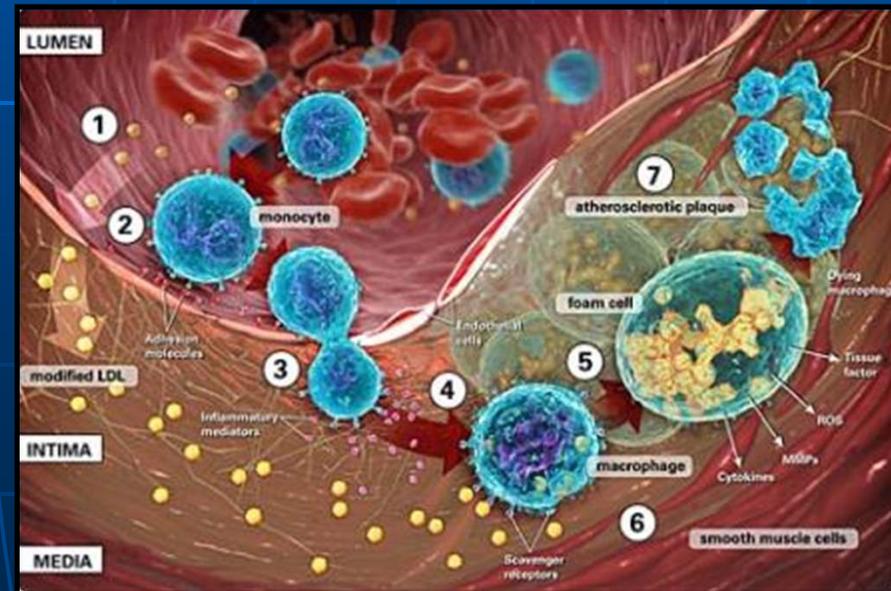
Inform pt after an adjustment they may be sore regardless of the stage of healing. This can last 1-3 days & is NORMAL. Why? During the acute stage due to ↑ inflammation, during the chronic stage by releasing trapped chemicals & starting new inflammation. This chemical flow (old-out, new-in) is essential for tissue healing. If you don't explain this, pts will leave thinking you hurt them.

Differentiate between hurt & injured so you & the pt are talking about the same thing. The last DC hurt me? Was something broken/torn or were you just really sore?

Inflammation & Pain:

Does the pt think they are good or bad?

Remember the acute inflammatory process is what helps heal the tissue. If we could remove all the inflammatory chemicals the tissue would **NOT** heal. Have pt pinch themselves then release. Severity of pain does not always correlate with severity of injury. Ex. Calf cramp, paper cut, bumping your elbow.



Functional Care

Bend your finger back until it's painful. A biopsy won't reveal a tumor, infection or any lesion. But releasing the finger & letting it return to its "position of comfort" will allow the pain to subside. We need to think about low back pain in a similar way -functionally. 97% of back pain seen by primary care physicians is mechanical in origin -there's something wrong with the muscles, ligaments or connective tissues.

Physician & Sports Medicine, 1997.

No Frankensteins!

Don't "freeze" the body after an adjustment.

Our goal is to: increase or maintain motion!

**Pts may think they need to hold still &
immobilize after an adjustment so
"it" doesn't go back "out".**

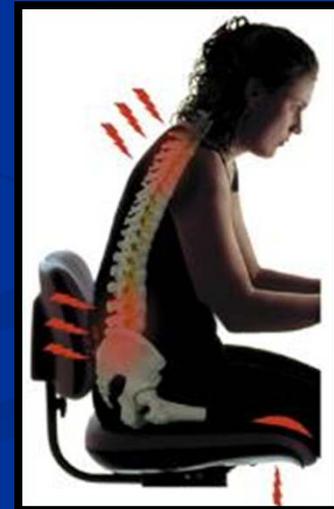


Pt Education: **Trapezius Tension**

Have your pt palpate your traps as you pretend to: drive, cook, brush your teeth, use a mouse, read, etc.

Ask the pt if they only work 30 seconds a day!

Ask them what **THEY think would happen after an entire day, week, month, year or lifetime of this tension. This is why they hurt even though “nothing happened”!
Try this on the low back too!**



Rubber Bands & Knots

Ask your pt which rubber band will stretch the most. With or with-out a knot?

Often we refer to muscles as being knotted up. This demonstration shows the restriction of motion of a “knotted” muscle



Patient Education: Demonstrations

Repetitive Micro-Trauma

How long does it take for pants or a shirt to wear out?

Macro trauma at the knee, micro trauma in the pant pocket region from keys slowly rubbing.



Patient Education 10 lb demo



Fact: the average head weighs 10-12 lbs.

For every inch of anterior translation your posterior muscles hold an additional 10-12 lbs.

Demo: have your pt palpate your bicep as you move the weight from over your shoulder to out in front of you. The bicep will go from loose to tight. This is analogous to the trapezius muscle which tries to hold your head up all day.

Myth Buster ~

I can crack my own spine so I don't need to go?

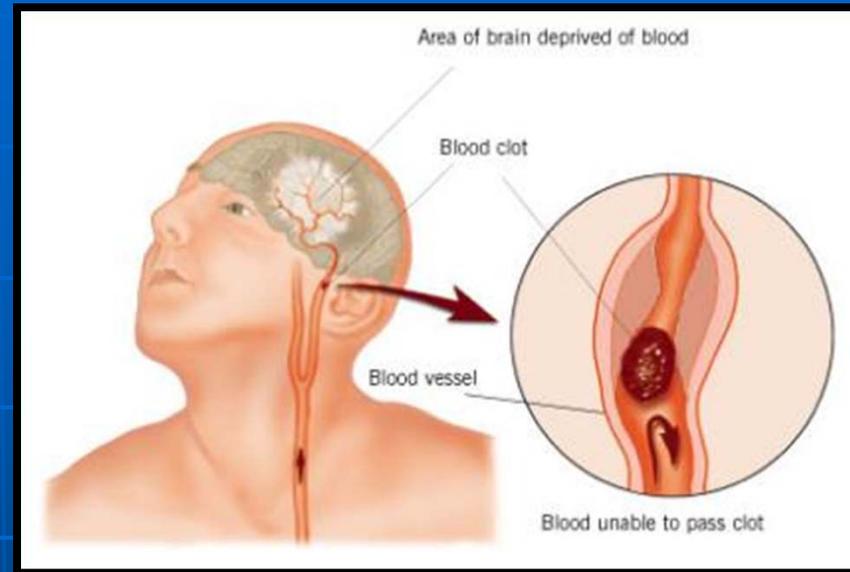


When you self adjust you're likely moving the joints that are easy to move or hypermobile.

Typically you aren't adjusting the correct joint, it feels good for a moment (endorphins release & muscles relax) but you'll have to repeat the process multiple times in a day.

Fact: DC's choose to get adjusted by another DC instead of doing it themselves.

Stroke Risk



Rotational manipulation of the upper cervical spine is most likely to cause a stroke. Pure rotation also is **NOT** the most effective, efficient biomechanical motion. Often the pt will be sore after a rotation only adjustment as we did not use I-S, lateral flexion or flexion to open the jt.

VBA Strokes?

There is no evidence of excess risk of VBA (**vertebrobasilar artery**) stroke with chiropractic when compared to primary care.

The **↑** risk of VBA stroke is likely due to pts with headache & neck pain from VBA dissection seeking care before their stroke.

Spine 2008





If you adjust 100 pts/wk or 5000/yr, it would take 80 practice years (using 1 in 400,000) to cause a stroke & 800 practice years (using 1 in 4 million) to cause a single death.

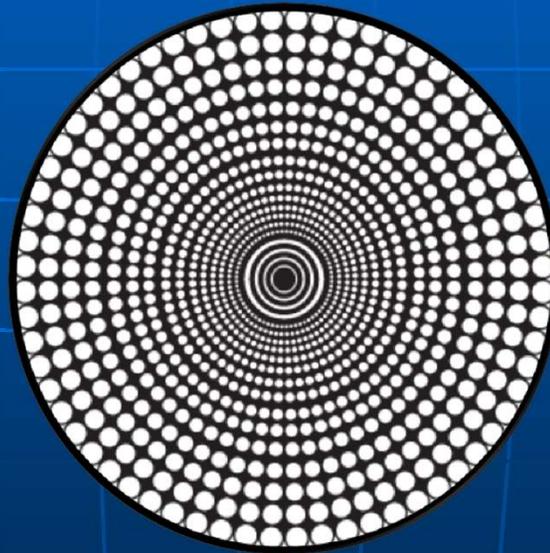
Why is chiropractic malpractice insurance is so low?

If we were hurting people at a high rate the neck adjustment would be illegal!

Blood Flow & The Adjustment

Cerebellar hypoperfusion may occur after an adjustment, explaining why certain people experience headache, dizziness or nausea.

Erik Barbaix, MD; Rudi Dierckx, MD, PhD



**Getting up off the table quickly:
Postural changes orthostatic hypotension**

Tissue Properties of The Joint Complex



What Pts Think!



“Truth will always be truth, regardless of lack of understanding, disbelief or ignorance.”

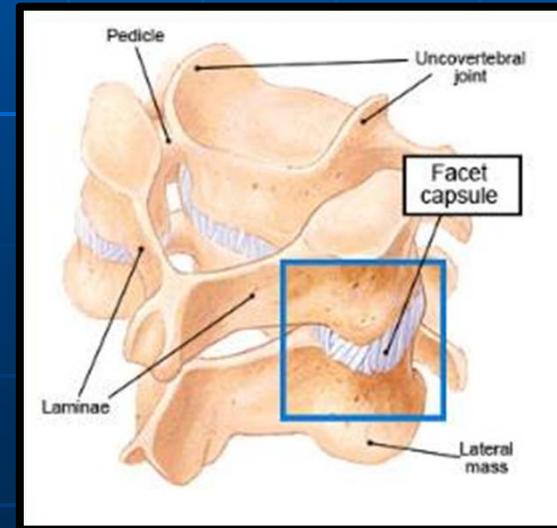
~ William Clement Stone

Always remember that pts may interpret things you say differently than you intended.

Did you get “It”? “I got it”

Pts **DO NOT** know what “it” is, so be careful what you say! They likely have no idea what a jt complex is or how it functions.

A small word like “it” needs to be defined in your office so when we do use the word the pt knows what we are referring to.

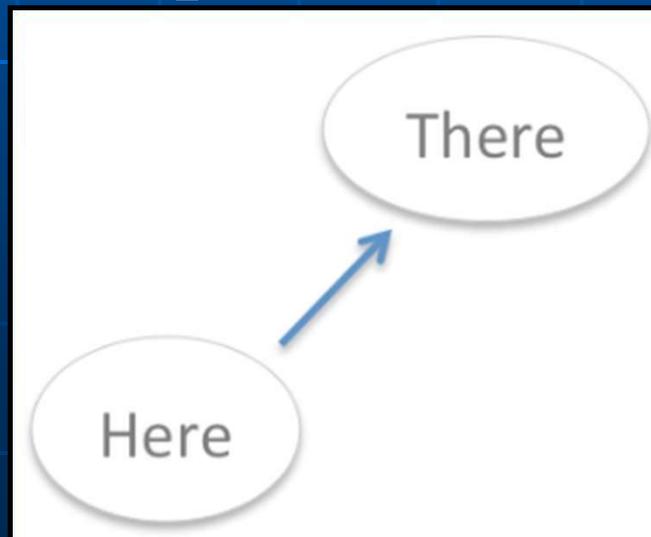


Watch What You Say!

Did “it move”? Is “it” in? These phrases imply that the bone moved from “here to there”. When in fact the bone moved from “here to here”.

Few things in society move from here to here!

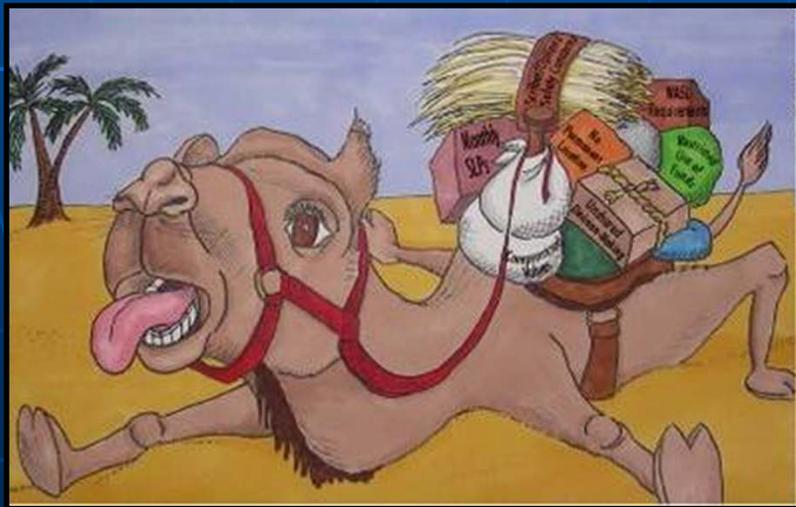
The bone has **NOT** moved to a new location. Instead the jt can now move through a more complete ROM.



I was tying my shoes and...

If you tie your shoes every day & your back goes “out” once, then it can’t be from tying your shoes—otherwise it would happen every day.

What happened? Your muscles slowly fatigue over time from routine activity, inflammatory chemicals building-up & muscles going into spasm. It’s the “straw that broke the camel’s back”.



Myth Buster

My back is out, can't you just put it in?

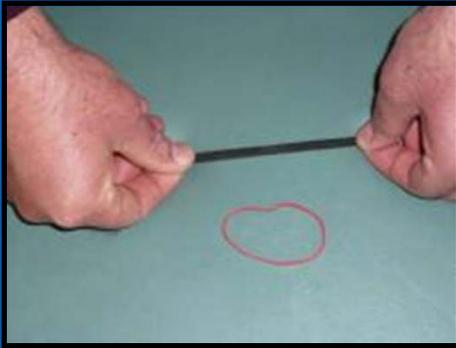
Backs **DO NOT** go in & out. Chiropractors **DO NOT** realign the spine, we increase the range-of-motion. An x-ray would show your spine in the exact same place before & after an adjustment.

Why? The spine is held together with ligaments, that **DO NOT** instantly change length.

Chiropractors adjust “subluxated/fixated” jts, which allows the jt to move through a greater ROM.

Imagine how many pts you would have injured in your Chiro college clinic days if the bones did change position.

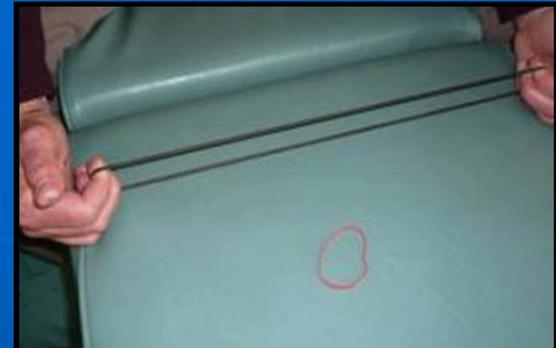
Rubber Band Demonstration



Relaxed, no tension



Normal tension



Excess tension, band will fatigue & become lax

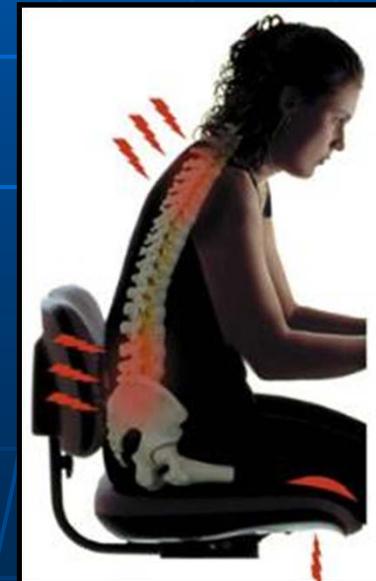
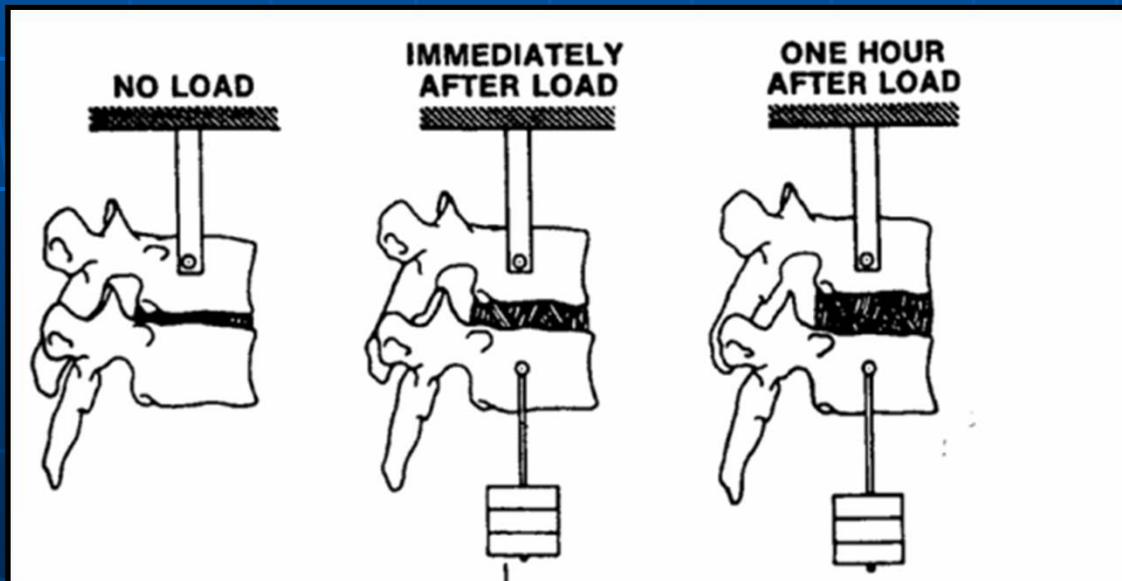
Elasticity: the springiness or resilient property of a tissue that causes it to resist deformation (permanent length change) by recovering to the original shape & size.

Ligaments don't permanently change length after an adjustment, it takes long term care: adjusting, rehab, stretching and/or traction.

Ask your pt what **they think** happens when you pull the rubber band apart & let go once vs 1,000 times.

Viscoelasticity is a time dependent property of tissue sensitive to loading rate. All tissues (bone, ligaments, discs, tendons & muscles) have a loading rate where a slow, gradual pull will produce considerable deformation before failure.

Ask the pt what will happen when a load is added to the disc (below) immediately & then in an hour, or a week!



Is Every Super Ball Created Equal?

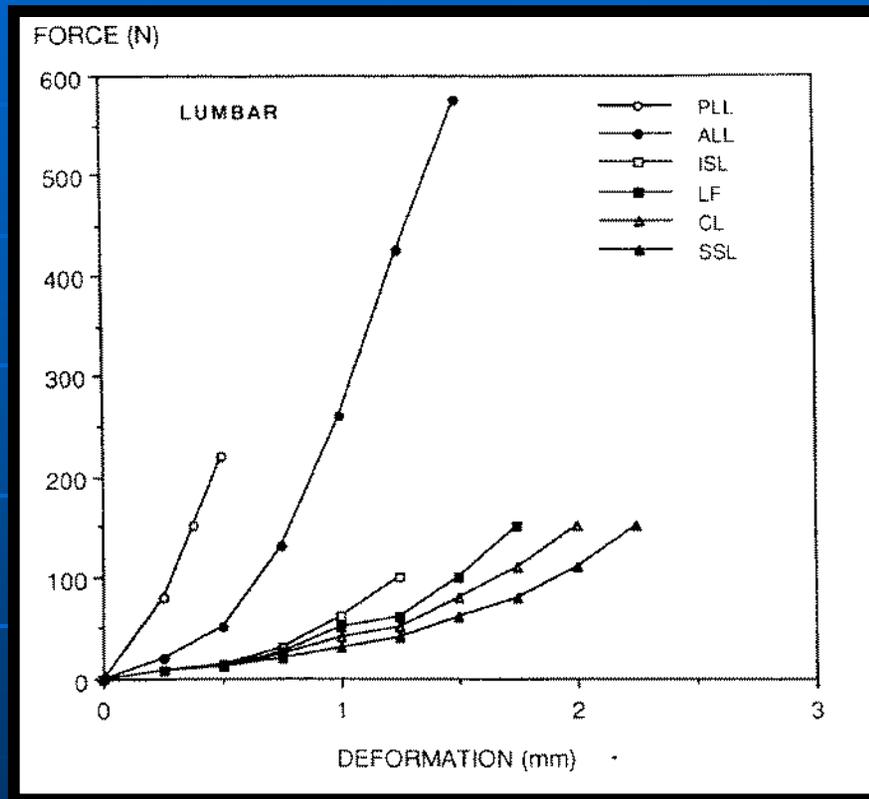


**Not every ball bounces the same.
Some have more elasticity than others.**

Why?

Same goes for ligaments, some have more elastin fibers than others giving them more elasticity.

Force-deformation curve of the spinal ligaments

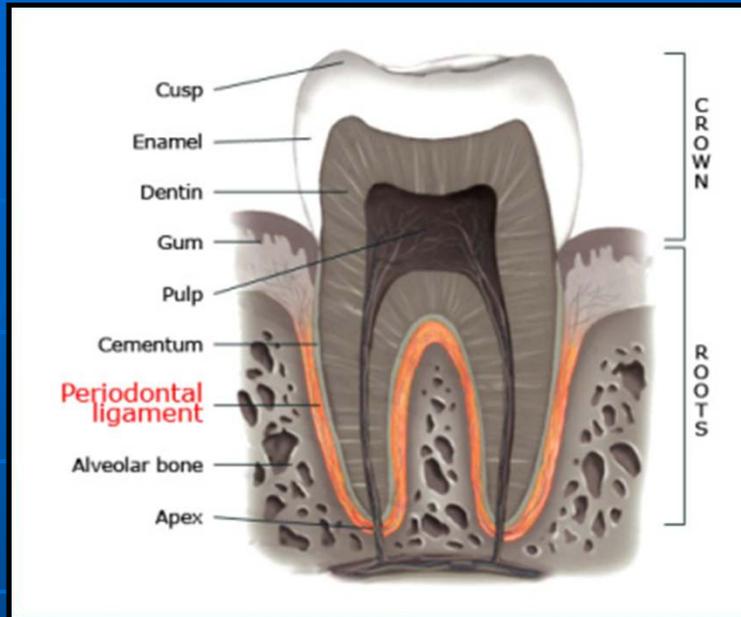


Forces exerted during an adjustment, (short duration) are not sufficient to cause a change in the viscoelastic component of the ligaments.

To do this requires sustained forces: muscle tone, gravity or traction.

The further from the axis of rotation a ligament is, the more elastic it needs to be to allow for motion.

Are All Ligaments Created Equal?

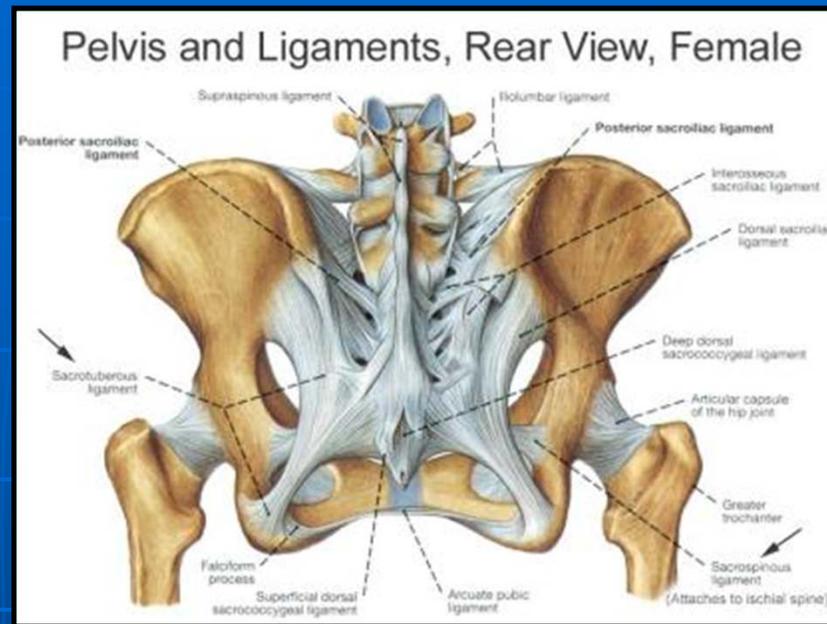


Braces may be needed for 1-4 yrs & then afterwards you need to wear a retainer. Why?

The periodontal ligament is **NOT** elastic & is **VERY** difficult to change its' length.

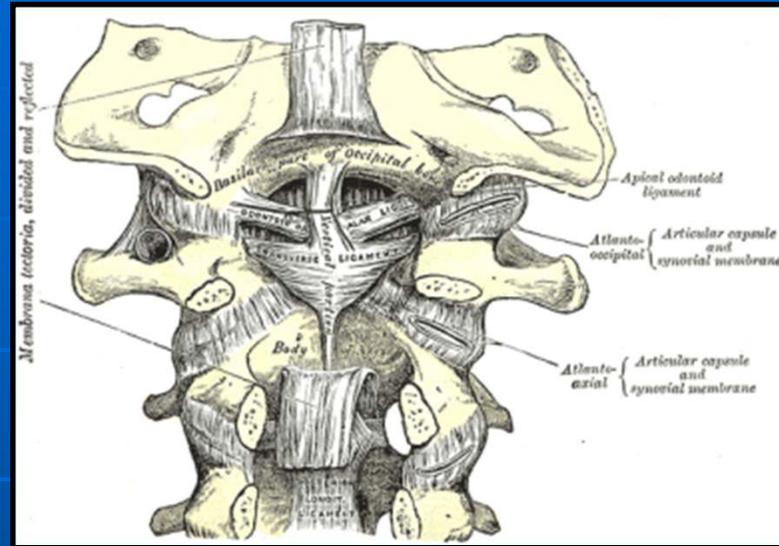


Are All Ligaments Created Equal?



In the pelvis we have thick strong ligaments that allow some motion, but mostly are designed for structural support! The hip jt has more elastic ligaments as they need to allow for more motion.

Are All Ligaments Created Equal?



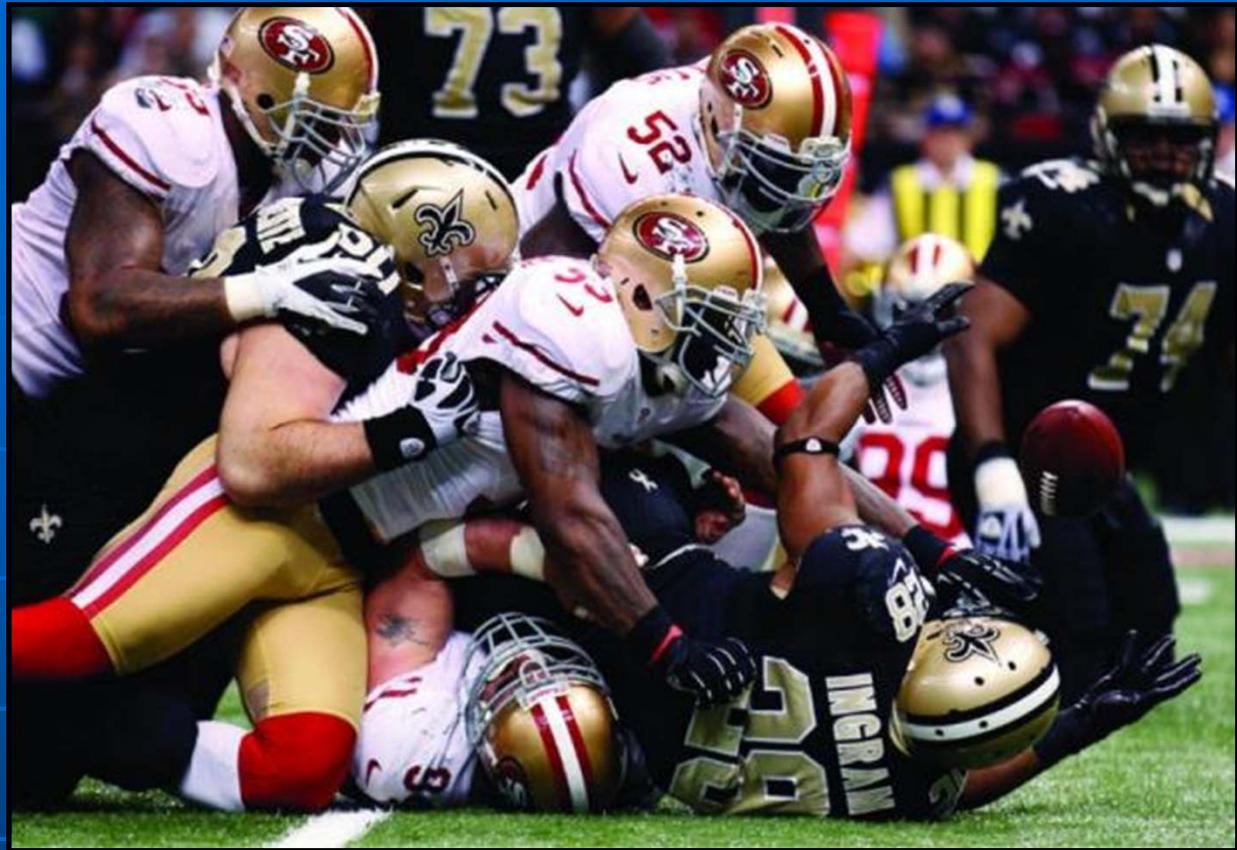
50% of the rotation in the neck comes from the upper cervical complex. The ligaments have lots of elastin fibers to allow this motion. Due to the small muscles (sub-occipital triangle) that are prone to acute spasm from holding up the head we **CAN** get change on film if we release those muscles, as the spasm is the **ONLY** factor causing the misalignment.¹⁵⁶

Bend your finger & let it go. Does it stay misaligned? NO! Why not?

Soft tissue does NOT change length instantly after an adjustment! The pt needs to understand this, so they do NOT continue to think the bone is moving back “in”!

Crack all your knuckles. Do they become misaligned?



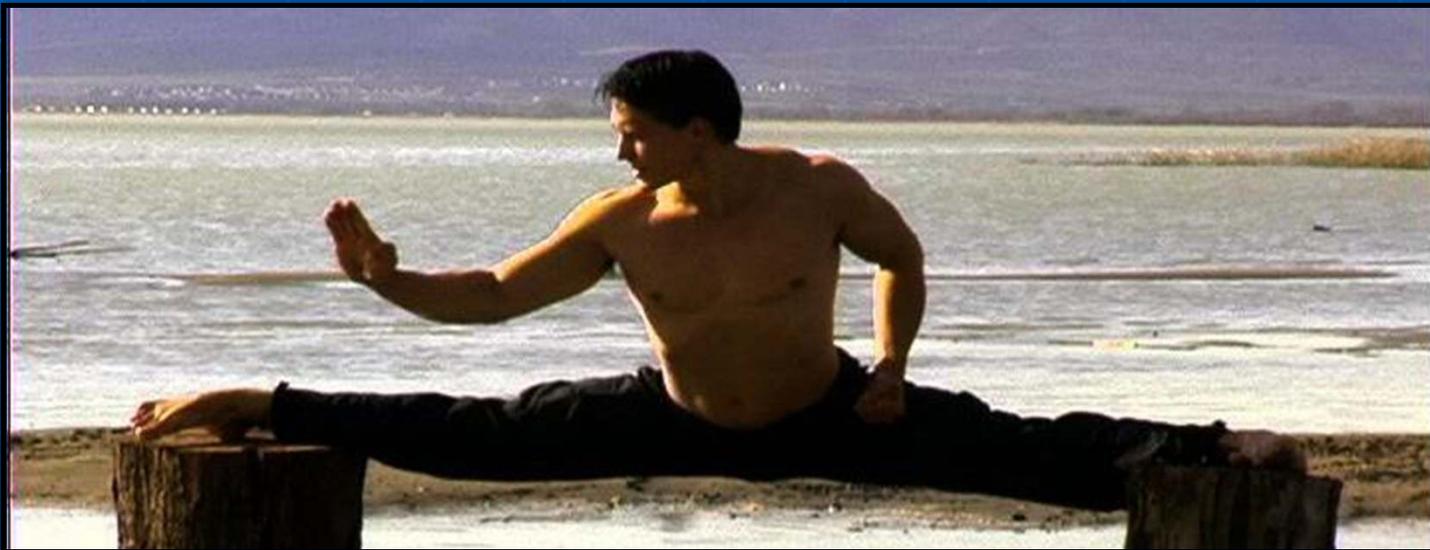


Great example for pts: NFL Players X-rays are identical before & after games!
Retired players just have major spinal degeneration, but **NOT** scoliosis!

How Long Does It Take To Lengthen A Ligament?

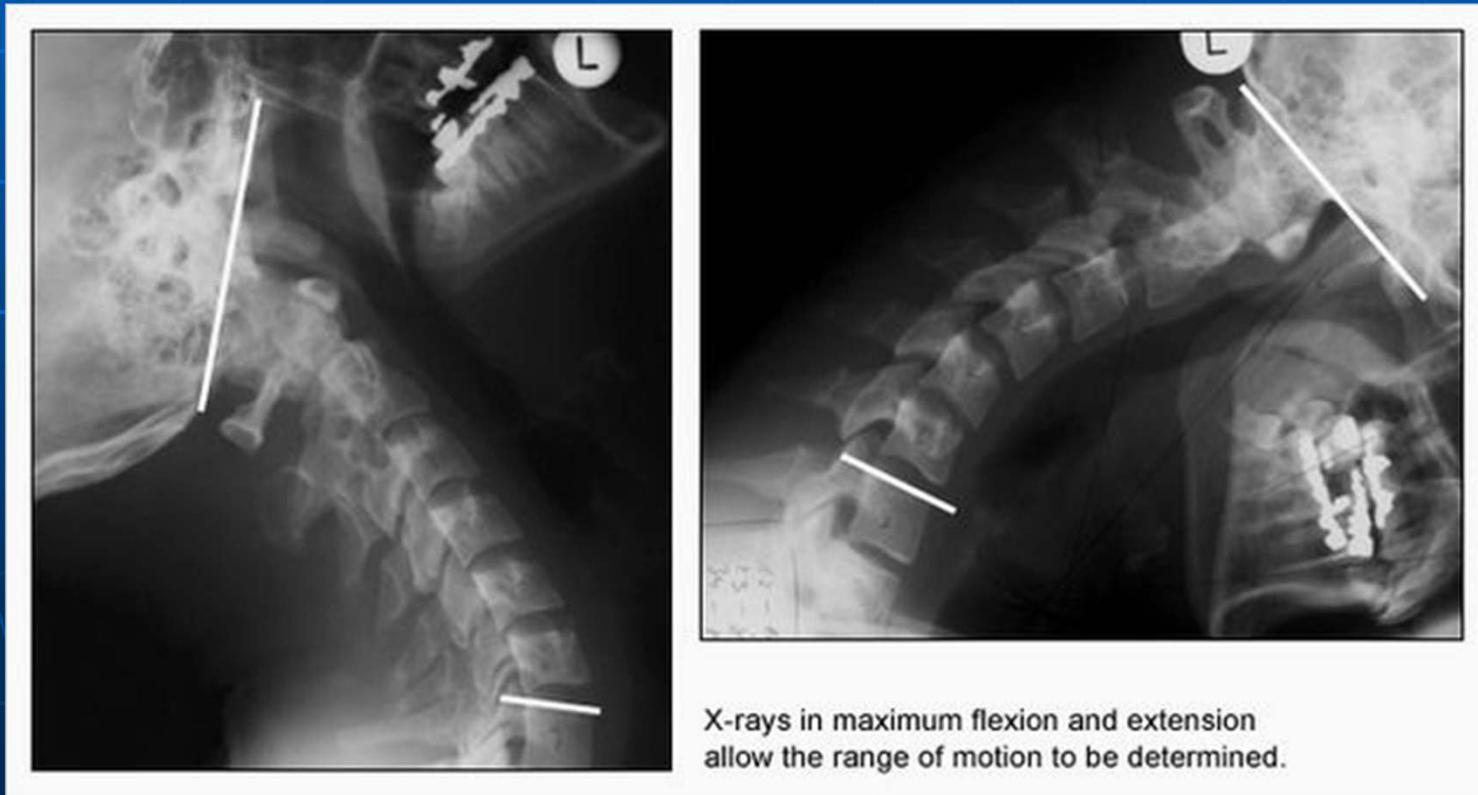
Or For You To Do The Splits?

Ask your pt why it takes so long to do the splits.
It's the same reason we **can't** realign the spine.
Soft tissue takes a long time to lengthen!



Motion Studies

Why are motion studies performed after a MVA? Because even after gross trauma that causes ligamentous instability we can **NOT** see it on film.



Misalignment on X-ray

Which area is most likely subluxated?

Which area are you most likely to adjust?

Which pt is in the most pain?

Did the pt on the right get hit by a car?

Could you realign them with one adjustment? Why not?

Would you adjust the pt on the left? What are the listings?



Motion vs Realignment

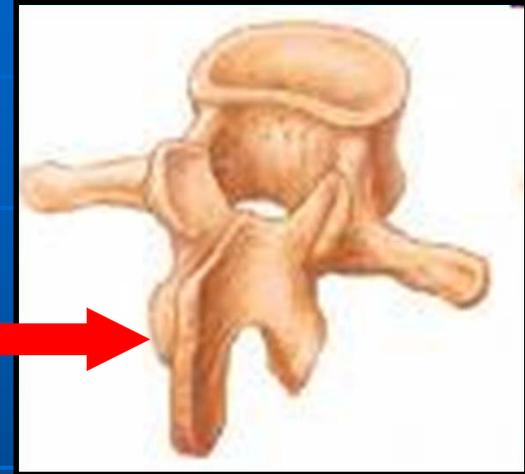
Are we moving the bone?

If we adjust this spinous to the right what happens?

1. It stays to the right
2. It goes to neutral, (realigned)
3. It returns to where it started
4. It rebounds to far left

Answer: #3 returns to where it started. There are some exceptions we will look at in a bit.

This is a great question to have on your initial intake form! Helps establish what the pt thinks.



Motion vs Realignment

Are we moving the bone?

It depends on what's causing the misalignment:

1. **Shortened ligaments**

(vertebra will not change position)

2. **Chronic muscle contraction & adhesions**

(vertebra will not change position, due to muscle memory)

3. **Inflammation**

(vertebra will not change position until swelling dissipates)

4. **Acute muscle contraction**

(vertebra will change position as long as this is the major over riding factor causing the misalignment, which is rarely the case)

Backwards Adjustment

Which way to adjust?

Can we adjust opposite the listing?

The vertebra will not stay in that position. Ligaments are causing the misalignment & adjusting the wrong way may ↑ the motion.

Think of loosening a jar lid, if you twist the wrong way first it may help loosen the lid. Gained motion far outweighs any aberrant neurological input.



When Does The Vertebra Move?

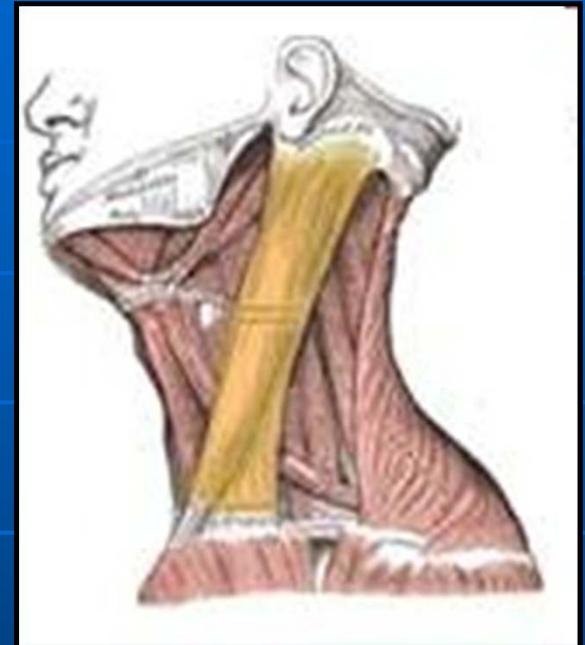
Answer: if the only thing happening is a muscular spasm.



Let's look at more examples. We already saw the upper cervical complex as one.

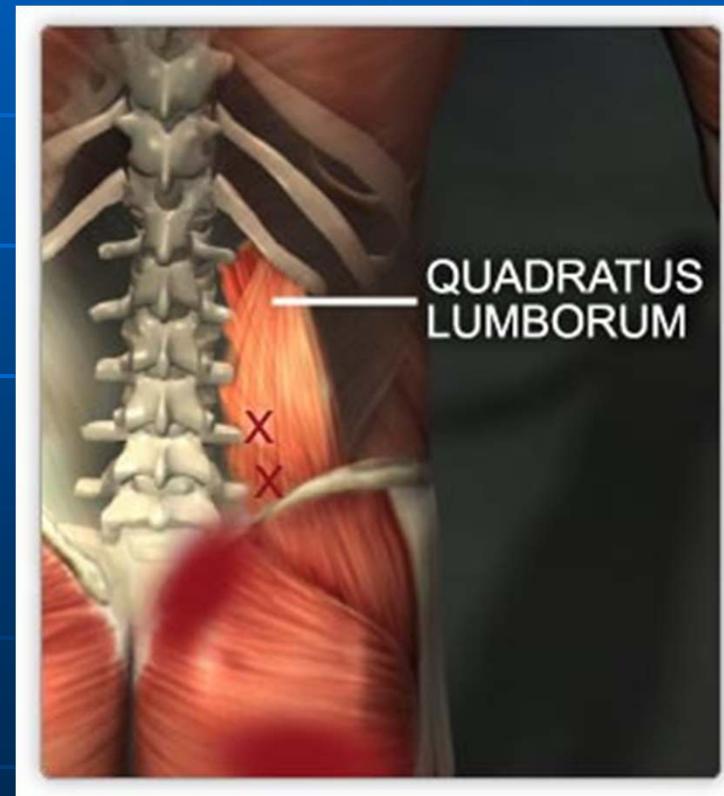
Acute Torticollis SCM Spasm Protocol

1. History, X-ray & exam to rule out fracture & torn tissue
2. O'Donoghue's Test to DDX muscle vs ligament, also to calm pt down
3. Ice, spray & stretch, ischemic compression on attachment site away from pain
4. PNF stretching
5. Adjustment (don't miss)



This **IS** an example of a misalignment that **CAN** be realigned as the only factor causing the misalignment is an acute muscular spasm.

Quadratus Lumborum spasm **IS** an example of a misalignment that **CAN** be realigned as the only factor causing the misalignment is an acute muscular spasm with minimal inflammation.



Unstable Spondy?

In this case we have lax ligaments that allow the vertebra to shift, due to a non-ossified pars defect. Muscles can easily go into spasm causing pain & other symptoms. This vertebra **will** move on film, similar to a flexion-extension x-ray study of a whiplash pt.



Unstable Spondy or Hot Disc

Easy way to traction out the low back & can be used to relieve pain from an anterior spondy or hot disc. Try having pt contract abs lightly as you roll them into trunk flexion.

GO SLOW!



Cervical Adjusting



Cervical Spine ~ Contact



Super light! With the contact & tissue pull we are only trying to get the loose skin, slight layer of fat & loose superficial muscles out of the way. Any more than that & we are digging in, causing the pt to be apprehensive & guard.

Cervical Spine ~ Setting Up



The sequence is critical, follow the steps in this order:

1. Have table/pillow hold head in flexion, **Don't Lift It**
2. Traction the neck out I-S to open the facets
3. then laterally flex & rotate simultaneously

This biomechanical sequence maximizes gapping the facets & pt comfort, as there is no jamming.

Head & Neck In Flexion?

To keep flexion in the adjustment without having the pt strain their neck muscles use a support, (pillow or towel), or use the headpiece on the table. This allows the pt to have relaxed anterior compartment muscles & gaps the facet jts **before** the adjustment.



DON'T Lift The Pt's Head!



If you lift the head to get flexion the pt will likely tighten & guard. You can see the pt's (to the left) anterior muscles contracting. Also if you lift the head & hold it up too long you may begin to shake, as your muscles fatigue! Now the pt thinks you're nervous.

Not good!

Challenge: at the end of your set-up can you take your adjusting hand off the pt? If not there is likely a lot of pressure going into the pt's neck. Check it out next time you adjust.

Coupled Motion Of The Neck: Demo

Try all 3 possibilities, see which one feels best!

1. first rotate & then laterally flex
2. first laterally flex & then rotate
3. rotate & laterally flex simultaneously

The neck moves easiest when both motions are done at the same time, **try it.**

This is due to the concave & convex nature of the facets. Adjust with this motion & the pt will have a much better experience & the jt will open more efficiently.

Center That Nose ~ Proper Position



Keep the nose centered, so it lines up with the sternum. This allows for maximum patency of the vertebrobasilar artery & better facet motion!

DC Hand Motion & The Set-up

Upon setting up **DO NOT** push in toward the midline of the pt's neck. This causes jts on that side to jam & the pt will likely tighten. **Instead:**

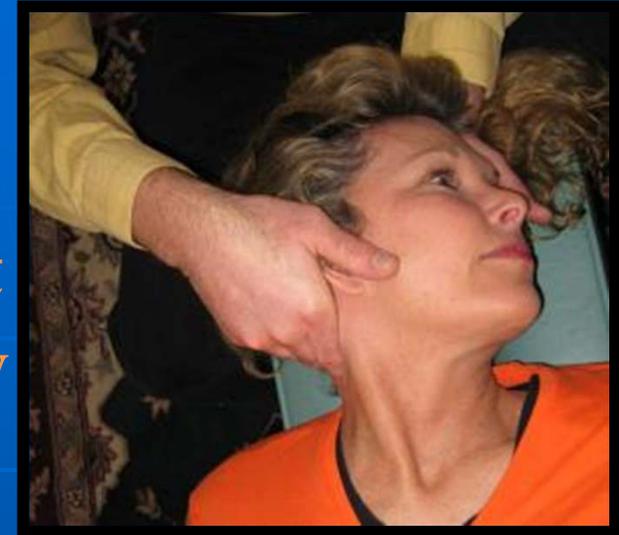
1. find the vertebra you want to adjust
2. fulcrum pt's neck & head over your adjusting hand
3. Set-up hand should glide **AWAY** from the midline

Try it. This causes no stress to the pt's neck.



Rotation Only?

This will cause a cavitation, but **without** coupled motion we only get muscle fibers & adhesions that are elongated in that rotational direction. We do **NOT** affect fibers that are oriented in other directions. **Pure rotation often causes pt soreness & increases chance of stroke!**



Neck Adjustment & The Guarding Pt

Your pt wants to move their head & won't relax. 1st make sure they are not scared of the neck adjustment. Explain to them how safe the adjustment is, what the audible is, etc.



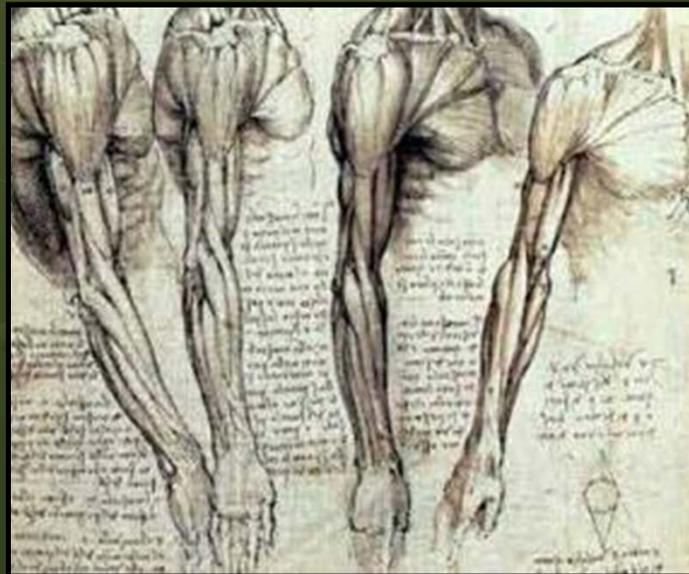
The Guarding Pt

1. In a neutral position tap the pt's face on the side you are going to adjust.
2. Ask the pt to bring their ear into your hand - they get to move their head & **can't guard!**
3. Use your hands as "guides", pushing the pt's head & neck into proper coupled motion.
4. Once the neck reaches the end ROM the pt stops contracting & their muscles relax.
This is PNF! The pt contracts & then relaxes.
5. At that instant you adjust.

This works great! Try it!

Shoulder ~ The Keys

1. Always prep the jt before you just thrust.
2. Start with soft tissue work on **ALL** muscles of the shoulder, starting **AWAY** from the area that is the primary problem & then work toward it.
3. Traction the jt in **ALL** possible angles.



Shoulder Traction

1. Pt is supine, start arm/shoulder in neutral position, even with the plane of the pt's body.
2. As you traction attempt to take pt's arm all the way to the top of the table.
3. At the point that the pt says "ouch" stop & go the other way. Make several attempts to get past the point of "ouch".



Shoulder Traction

Multiple Angles Stretches **ALL** Tissues

4. Try motioning the should jt while in external & internal rotation.
5. Try the planes in front of & behind the pt.
6. Make large & small clockwise & counter-clockwise circles.
7. Often you can get the pt's arm above their head by making a loop in front of the pt's body. Now you can work above the pt's head. Then return to the bottom & see if you can make a complete pass. **Now they are ready to adjust.**

Shoulder Tugs: AI-EX Moves



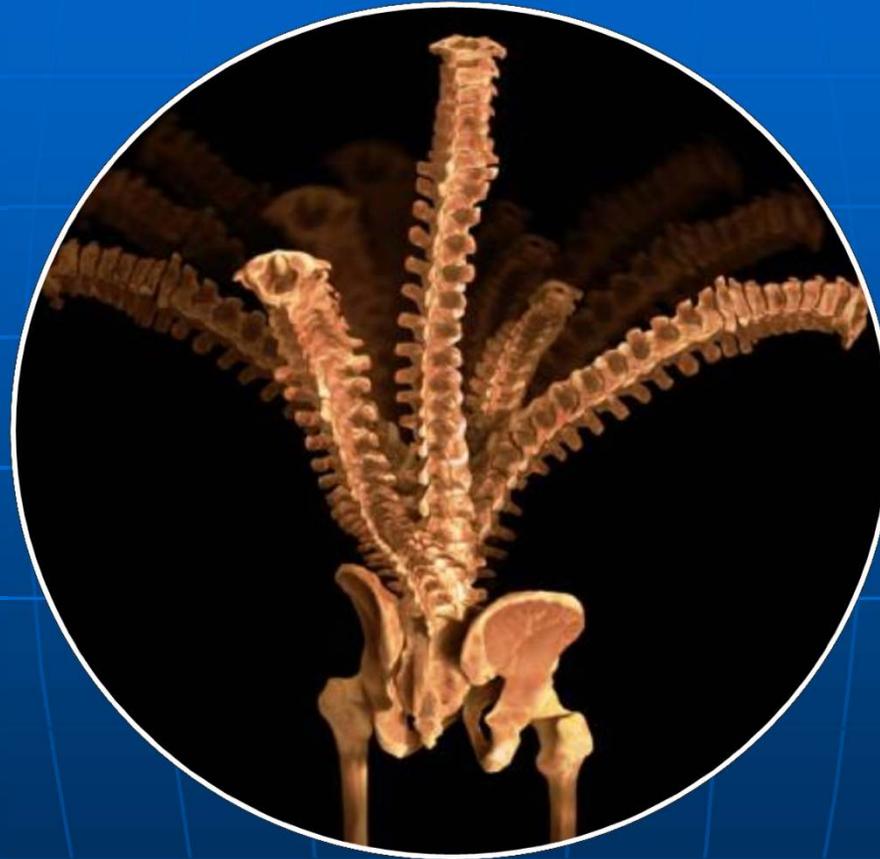
**Great for releasing rotator cuff & frozen shoulder.
Before thrusting shake the shoulder around in ALL
directions. This ensures the pt can tolerate the
adjustment & loosens the tissues.**

Shoulder Drops: AI & EX Moves



If the shoulder is sensitive than you can use **LIGHT** drops in all the different directions.

Physiological Response To A Chiropractic Adjustment



Get some motion in that spine!

Benefits of Chiropractic in Asymptomatic Pts

- * Studies reported improvements in neurocognitive function, visual field blind spot analysis, visual acuity, salivary cortisol levels, muscle strength & savings in health care costs.**
- * Improved: ROM, muscle strength, surface EMG, immune response, endorphin levels, BP, heart rate & spirometry.**
- * Significant changes: agility, balance, kinesthetic perception, power & speed reaction in asymptomatic athletes.**

The Benefits of Adjustments

All tissues of the back: muscles, ligaments, jt capsules & discs - respond & heal well when adjusted.

- 1. Restores motion - symmetry & ROM**
- 2. Normalizes biomechanics & load distribution**
- 3. Pumps out waste products & edematous fluid**
- 4. Improves discs & articular cartilage nutrition**
- 5. Relaxes tight muscles**
- 6. Normalizes proprioception**

7. Stimulates sensory-motor reflexes improving dynamic muscular stabilization of jts
8. Accelerates healing - as movement:
 - ↑↑ metabolic rate
 - ↑↑ collagen & protein production
9. Improves alignment of new connective tissue

Malik Slosberg, DC

Negative Effects of Immobilization- Deconditioning Syndrome

Craig Liebenson, DC

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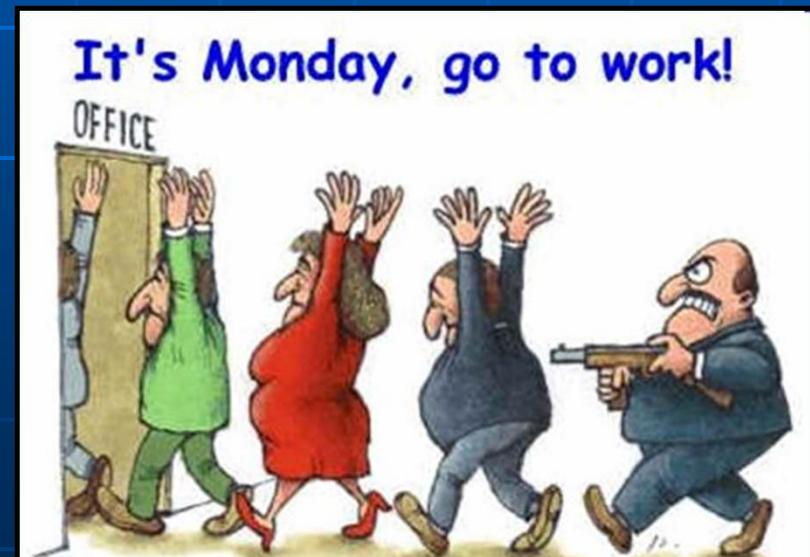
Free Materials

Why your Results May Vary!

1. Severity of the injury.
2. How long you have had the injury.
3. Your age.
4. Your overall health & ability to recover.
5. Your compliance with care.
6. Ability to avoid activities that perpetuate the injury.

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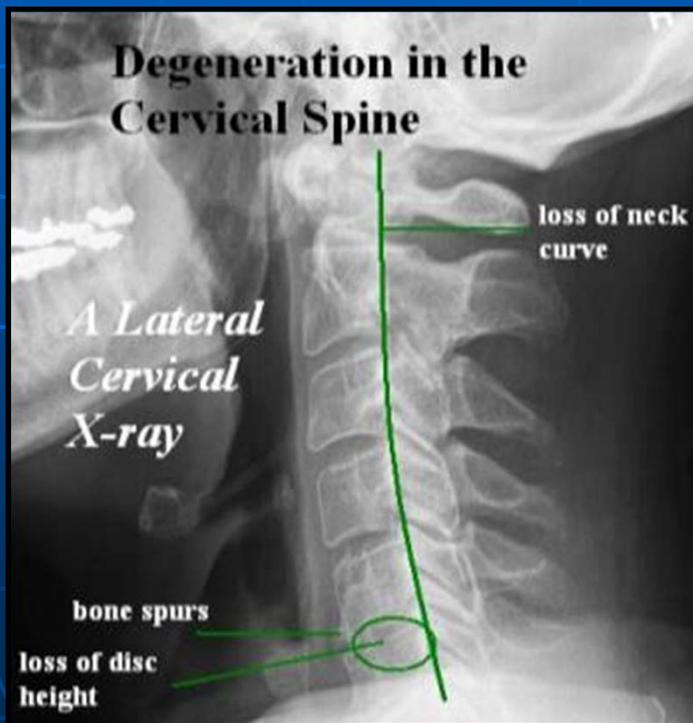
Free Materials



**Your condition is common
but NOT normal.**

Normal is NOT common.

Super important to let the pt know this!





Myth Busters

Do you have to go forever? **NO!**

~ Only as long as you want the benefits of Chiropractic.

Analogies: exercise, diet, dental care, tune-up your car.

Chiropractic isn't just about eliminating symptoms, it's about maintaining health.

The problem is the pt does NOT know what the benefits are!

Please list all the non-pain benefits of chiropractic!



Chiropractic Research

Chiropractic Research Foundation of National Chiropractic Association, Committee on Research of the International Chiropractic Association & Parker Chiropractic Research Foundation. The majority of these cases were previously diagnosed & cared for by practitioners other than Chiropractors, Nov 2006

Conditions	% Much Improved	% Slightly Improved	Percent Same	Percent Worsened
Allergies	87.2%	10.3%	2.5%	0.0%
Arm/Leg Pain	88.2%	5.2%	6.0%	0.6%
Arthritis	73.3%	16.8%	9.4%	0.5%
Asthma	80.5%	12.1%	6.5%	0.9%
General Back	81.75%	17.3%	0.95%	0.0%
Bursitis	89.3%	7.1%	3.6%	0.0%
Chest Pain	91.0%	7.1%	1.9%	0.0%
Dizziness	86.3%	7.8%	5.9%	0.0%
Gall Bladder	80.9%	11.3%	5.8%	2.0%
Tension	72.9%	16.5%	8.8%	2.2%
Hay Fever	81.6%	13.4%	5.0%	0.0%
Headaches	83.2%	11.1%	5.1%	0.6%

Conditions	% Much Improved	% Slightly Improved	Percent Same	Percent Worsened
Herniated Disc	88.2%	7.9%	3.5%	0.4%
High BP	73.0%	19.3%	6.4%	1.3%
Joint Pain	82.2%	9.7%	8.1%	0.0%
Low Back	87.3%	8.0%	4.2%	0.5%
Low BP	73.6%	17.6%	7.8%	1.0%
Migraines	86.6%	8.1%	2.9%	2.4%
Nausea	87.2%	10.3%	2.5%	0.0%
Nervousness	80.8%	12.8%	5.3%	1.1%
Neuralgia	80.1%	14.2%	5.7%	0.0%
Neuritis	86.4%	6.4%	7.2%	0.0%
NumbnessHands/Feet	86.5%	8.0%	5.5%	1.0%
Rheumatism	77.2%	14.7%	8.1%	0.0%
SI Disorders	81.8%	17.2%	1.0%	0.0%
Sciatica	85.0%	9.4%	5.1%	0.5%
Sinusitis	83.2%	11.8%	4.7%	0.3%
Spinal Curves	82.9%	5.7%	8.6%	2.8%
Stiff Necks	93.2%	4.4%	2.4%	0.0%
Stomach	82.5%	13.1%	3.7%	0.7%

Back Pain & Health Costs

- 80% of adults have back pain at some point
- \$30.3 billion spent
- \$4.5 billion spent on prescriptions
- For those with any expense for back pain, per person cost was \$1,589

Agency For Healthcare Research & Quality, 2010



Chiropractic Works For Low Back Pain!

- 5.2 visits
- \$302 per case
- intake VAS 6.2
- discharge VAS 1.9
- 95% of pts rated care as excellent

JMPT, 2011



Medical vs Chiropractic Management

Chiropractic care decreases:

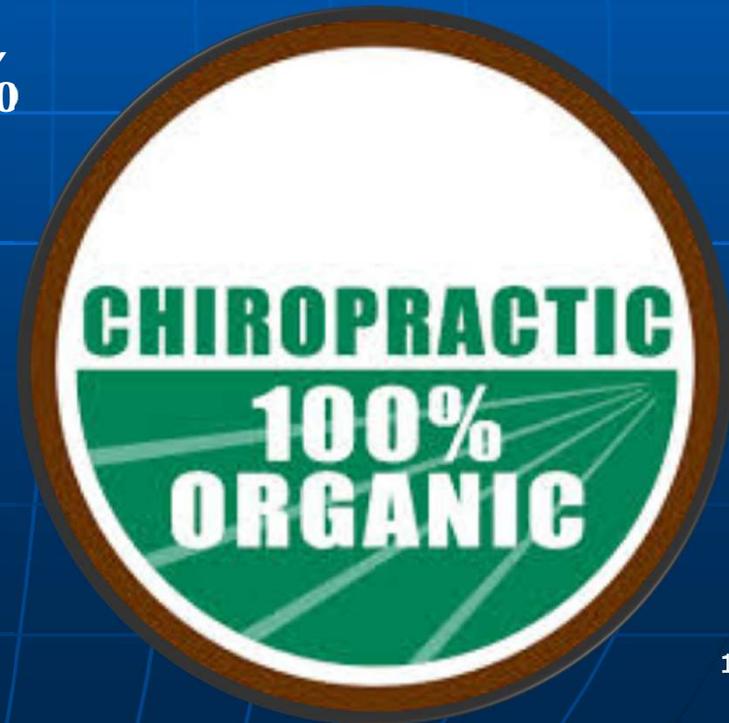
in-hospital admissions 60%

hospital days 59%

outpatient surgeries & procedures 62%

pharmaceutical costs 83%

JMPT, 2007



DC's Safer!

Compared to chiropractic:
You are twice as likely to
become disabled from
physical therapy treatment
& **60%** more likely to
become disabled from
medical care

**Journal of Occupational and
Environmental Medicine, 2011**



The Chiropractic Experience

- Corrects the cause, doesn't just treat symptoms
- Improves immunity, overall body function & overall health
- Relief from pain & symptoms
- Quicker recovery & back to work faster
- Can prevent surgery
- Safe, painless & affordable health care
- Natural, no drugs or needles

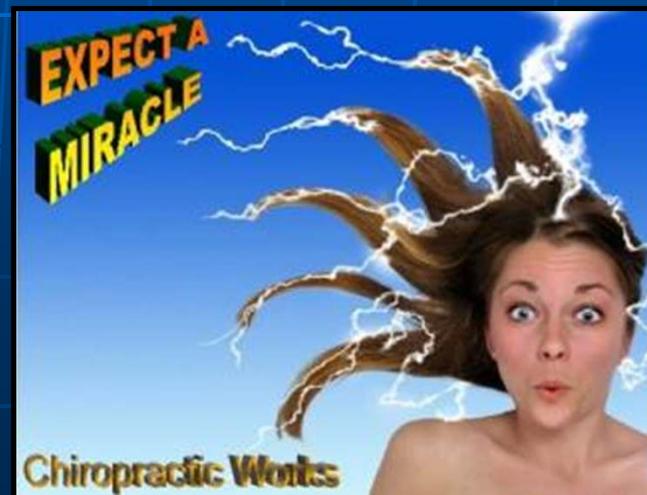
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Free Materials

- Restores normal nerve supply
- Normalizes blood flow
- Slows spinal degeneration & improves disk health
- Improves posture & restores mobility
- Relieves stress, tension & increases energy
- Slows aging
- Improves athletic performance
- Allows better sleep

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Free Materials



Thanks for taking this course!

I hope you enjoyed the seminar!

Now take the exam & email your answers in a

NUMBERED VERTICAL column to:

marcusstrutzdc@gmail.com



Hope To See You Soon

Back To Chiropractic CE Seminars!

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Thanks, Marcus Strutz, DC