

## *ACCOLADES FOR THE ARIZONA CHIROPRACTIC SOCIETY (ACS)*

The Arizona Chiropractic Society (ACS) is a collaborative effort of hundreds of dedicated Arizona chiropractors who pool their energy and resources to support the advancement of chiropractic. When ACS achieves great victories, letters of congratulations often are directed personally to Dr. Immerman. He has expressed his strong desire that the congratulations be spread equally to all members who have worked hard and sacrificed financially for the cause.

Here are some of the letters ACS has received:

### **LETTER RECEIVED APRIL 12, 2008:**

I'm positive many of us, if not all, are exploited by insurance companies on a regular basis. Sadly, I'm sure many of us eventually give up, fighting thinking we can't possibly win.

Last year I treated a patient for roughly eight weeks and, as many of us commonly encounter, the insurance company decided they weren't going to pay for any of the patient's visits. After unsuccessfully going through the normal appeals process which included two separate peer-reviews (we all know how those go), the insurance company informed me they were upholding their decision not to pay. They also informed me I had "exhausted my appeals limit" and "there was nothing else we could do".

Fortunately, I am a member of the Arizona Chiropractic Society. With the assistance of ACS, namely Drs. Immerman and Glassman, I successfully sued the insurance company in civil court. The insurance company knew, as I did, that if my case went before a non-partial judge, they wouldn't stand a chance. We agreed to settle out-of-court and I recovered 70% of the patient's \$6,000 bill including my court costs.

I never would have thought I could take on an insurance company by myself, let alone win. ACS gave me the confidence, the support, and the

resources I needed to level the playing field with the insurance company and finally get paid for the work I had done. This alone has made my ACS membership worth every penny.

Clinton Bennion, DC, ACS Board of Directors, Fiesta Chiropractic Center

EMAIL RECEIVED APRIL 4, 2008:

Alan,

If it wasn't for your hard work for the chiropractors of Arizona - ACS, AAC, or independent - we may not even have the ability to make a living and help our patients achieve better health through chiropractic care. Thanks for doing what you do best, and fighting the good fight. In the immortal words of Winston Churchill, "...we will never surrender!"

Dr. Randy Leraaen

Dan Allen, D.C., March, 2007:

To all the ACE (Arizona Chiropractors for Excellence) doc's and any others that receive this note. Dr. Immerman has been doing a bang-up job for many years in our state (AZ). Below is just one of the many works he gets his fingers in (referring to notice of defeat of HB 2757). I have known Alan for over 20 years, have seen his work, followed the progress of his organization and pretty much sat on the fence. It is time for all chiropractors to get behind, and I mean financially, the ACS. Join up and let's fight the good fight. I did. Contact him through the email address below or give him a call.

Dr. Dan Allen

John Amaro, D.C., International Acupuncture Instructor, April, 2007:

**Hello Alan:**

**It has been a very long time since our paths have crossed however I keep up with your whereabouts as a dedicated reader of the newsletter whenever I receive it.**

**Just wanted to take a moment to say I appreciate you and your enthusiasm for the chiropractic profession. Your 24 hour dedication is humbling to say the least. I do not believe I have ever known a doctor with your drive and focus in protecting our profession. Your leadership is legendary. You are a role model for our profession. I have said for years, the problem with this profession is that there is not a clear leader. Not like the old days with Janse, Napolitano, Coggins, Harper. Even Sid Williams was a great leader however he was too one sided. "Live and let live was a great philosophy".**

**You are a gutsy, driven, dedicated individual with focus. I can hardly imagine what could happen to this profession if there were just four of you!!!!!!!!!!!!!!**

**All the best my friend may your victories be many.**

**John**

Matthew Dorchester, D.C., April, 2007:

**Alan:**

**Wonderful work this legislative session (Editor: 2007), I think this is your best ever. My strengths are yours.**

**Sincerely,**

**Matthew Dorchester, DC, CCSP, L.L.C.**

Randall Widmaier, D.C., April, 2007:

Thanks for all the work Alan. I can't tell you how much I appreciate your efforts!

Randy

Name Withheld, October, 2006:

Keep up the good work. Someone needs to shed light on dark areas. Your willingness to do this is one reason why I have continued to support ACS even though it is tough financially sometimes.

Casey Johnston, D.C., August, 2006:

Alan, thank you for your diligent and persistent work for all of true Chiropractic.

Sincerely

Casey M. Johnston, DC

Brian Elwartowski, D.C., June, 2006:

Hey Alan,

As we discussed before, I will have to cancel my membership to ACS. The sale of my office was final on 6/1/06, and I and my family will be relocating to Texas. I just hope I can find an association that has been as helpful as yours, with not only looking out for the best interest in our profession, but the thousands of dollars we were able to

collect, due to your advice you gave us on collecting from the insurance. I have highly recommended that the doctor that bought my practice pick up membership, the \$80 monthly membership is nothing compared to the value that you bring to membership. Keep up the great work!

Yours in Natural Health,

Brian Elwartowski, DC

Kellie Gray, D.C., January, 2006:

I just wanted to say thank you. I sent a thank you and Jan. dues by snail mail. I mailed it Friday morning in good faith that there would be an increase in income. I just had to tell you that by our close on Friday we had a record day in services and collections. I haven't even started to incorporate the ideas we discussed but the positive energy had already gotten things going!

Joseph L. Maher, D.C., December, 2005:

Thank you so much for the continued effort for all of us.

George Camacho, D.C., December, 2005:

Hey Alan how are you? Doing a great job. Keep it up.

Ken Krieger, D.C., September, 2005:

**Alan.....thanks for all you do for Chiropractic!! If there is something that I can help with let me know! After 33 years in practice, I'm just getting started!! Regards.....Ken**

**Mark Lee, D.C., September, 2005:**

**An open letter to my chiropractic colleagues,**

**I am a proud member of the Arizona Chiropractic Society and I want to tell you why.**

**Back in 1993 I was pleased to have joined an association whose philosophy was "live and let live" amongst each other. Together, we were going to gain equality on insurance issues and promote the positive of our great profession to the residents of Arizona. I continue to believe that we need to let our differences become our strengths, working together to further the cause of chiropractic in this great state of Arizona.**

**Dr. Alan Immerman has never given up fighting the good fight for and in behalf of the average "Joe Chiropractor". He believes in chiropractic and he believes in us as doctors of chiropractic. He understands our chiropractic challenges and the need for a someone to lead out in our behalf.**

**I am honored to be part of the society he founded. I know I can call on him (because I have) any time and he will be there with excellent advice and/or resources. And, He will do what it takes to make the changes necessary for a better chiropractic tomorrow.**

**Please consider how you can be a small part of the great work ACS and Dr. Immerman is doing. Please become a member today.**

**Dr. Mark Lee - Mesa  
480/644/0644**

**PS For those of you who know me well, you know I mean what I say. Call me today. Let's talk. You need to be a part of this organization.**

**Grant Shapiro, D.C., January, 2005:**

**KEEP UP THE GOOD WORK AND FIGHT! HANG IN THERE, WE ARE WITH YOU AS YOU ARE WITH US!**

**GRANT**

**Jeff Trinko, D.C., December, 2004:**

**The ACS continues to be on the cutting edge and I look forward an eternal membership in such an outstanding organization!**

**Dr. T**

**Gregg Friedman, D.C., October, 2004:**

**Alan,**

**We are so fortunate to have you working so hard for all of us. Thank you.**

**David Farnsworth, D.C., October, 2004:**

**Alan,**

**Words cannot express how grateful I am for all that you have done for our profession. I have received your e-mail letters over the last few months, thank-you. One thing I have always appreciated about you is**

that you have always been a "straight shooter" and I have never questioned your integrity or your intent.

Take care,

David

Peter Pakulis, D.C., July, 2004:

Alan,

Once again, awesome work. I am very satisfied that I joined with you.

Dawne Hennessey, D.C., May, 2004:

Alan,

Have I told you recently: I LOVE the JOB you are DOING!!!

Dawne