

**Back to Chiropractic CE Seminars**  
**Presented by: Damien Fertitta DC, JD**  
**Contract Law for Chiropractors ~ Online Seminar 2 Hours**

The class will inform attendees of contractual relationships a chiropractor may enter into and the effects and limitations of those agreements. This includes express and implied contracts with other parties, to include other health professionals, patients, or other third parties. Topics covered will include patient consent, liens, suretyships, and PPO or HMO contracts. The participants will be informed on what will be defined as valid, void, and voidable contracts, and will also learn the ramifications of breach of contract.

**Contractual relationships: Hour 1**

- Discussion of expressed and implied contract, and impacts on the chiropractor
- Contracting with health professionals, patients, and third parties
- Defining the line relating to patient consent, liens, suretyships, and PPO/HMO contracts
- Contract terminology and ramifications for the chiropractor and the patient relating to continued treatment
- Understanding the relationship with the insurance company contractually and why you may have to pay or reimburse the insurance company
- Why insurance companies merging together may affect your bottom line
- Assessing the totality of the circumstances if the chiropractor wants to exit a contract

The final hour will focus on several aspects relating to the contractual agreements of chiropractic practices to include purchasing and selling existing practices, the value of *goodwill*, and the negotiations of contracts. Participants will learn about the various types of business entities, such as corporations, limited-liability corporations, partnerships, and sole proprietorships. The differences, benefits, and basic operational ramifications related to adverse events and the protection from them. Further, those in attendance will learn what the California Chiropractic Board requires and expects from the chiropractor.

This session will conclude by devoting time to contracts with landlords, employees, associates and other third parties, and how to avoid future adverse events that can negatively impact a chiropractic practice.

**Selling or buying a chiropractic practice: Hour 2**

- What are the expectations of goodwill
- Translating goodwill in the patient file to the purchasing chiropractor
- The difference between practice income and valuation
- Assessing the worth with an outside evaluator
- Precise and clear expectations of both the seller and the buyer is imperative
- Open dialogue and negotiations are encouraged

**Solo practitioners and partnership practitioners**

- The advantages and disadvantages of being a sole practitioner
- The advantages and disadvantages of being in a partnership in the same office
- What do sole practitioners' and group partnerships have to do with reimbursement
- Social and economic demographics of a chiropractic practice
- The Board of Chiropractic Examiners requirements
- Moving your chiropractic practice to a new location
- Relationships with the landlord and the obligation of the lease
- Obligations employees, associates, and patients