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## Making a Positive Impact

By **Louis M. Andersen**  
*SecureCare CEO*

SecureCare thanks its many insurance company clients and the thousands of providers across 16 states who participate in our networks. This newsletter provides updates on some of our key initiatives and projects.

We continue to invest heavily in developing technology, products and solutions that remove barriers to patient care and reduce or eliminate third party oversight of clinical decision making. Our belief is that providers should provide the level of care they feel is appropriate. Further, providers should submit claims directly to insurance companies, and the claims should



Louis M. Andersen  
SecureCare CEO

be adjudicated in the same manner as any other claim. Virtually every other company operating in this space, interrupts the normal claim process and clinical decision-making of the provider. Most are overwhelmingly disliked by providers who are, in most cases, viewed as inventory by network management companies.

As SecureCare continues to grow, we are making an ever-increasing positive impact on the markets we serve. Insurance companies are increasingly bypassing local network management firms with outdated models, in favor of effective and modern methods. We thank all of our providers for their continued support of SecureCare.

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## SecureCare Updates

### **An Expanded Product Portfolio:**



SecureCare has responded to market demand for an expanded product portfolio. In addition to chiropractic network management services, SecureCare now offers and serves clients in physical therapy network management, credentialing verification services, acupuncture and other related physical medicine disciplines. We are capable of working in all contracting formats, including: full risk, capitation, and shared risk and administrative services only arrangements. Many insurance companies have "ingrained" relationships with other network management companies. In most instances, the incumbent network manager utilizes antiquated business models that have remained unchanged for years or even decades. These relationships are targets for SecureCare's products and services since our modern, technology driven approach is flexible and capable of integration into emerging reimbursement strategies.

### **Growth and Recognition:**

SecureCare's continued growth and expansion continues at a steady pace. The key ingredients of our success are our unique approach to network management and the quality of results we deliver for both providers and insurance companies.

Within our first year of managing Blue Cross Blue Shield of Minnesota (BCBSMN), doctors of chiropractic received their first meaningful reimbursement increases in Minnesota in over 25 years. In addition, BCBSMN now has a robust and well-managed network. Based on the quality of our work, BCBSMN is referring other Blue plans to SecureCare. Our win/win philosophy works, resulting in satisfied providers and insurance companies.

SecureCare has also announced new arrangements with Anthem Blue Cross, Aetna and Magellan Health. Our new client relationships span a wide range of products including physical therapy network management, managed Medicaid, Medicare Advantage and credentialing verification organization (CVO) services.

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## A Message From the Board President

**By Rand Petersen, DC**

*Board President*

A few weeks ago, the SecureCare board met in Omaha, Nebraska, at the Nebraska Chiropractic Physicians Association's (NCPA) spring convention. From our meetings, I can tell you that 2018 is

going to be a big year for SecureCare. Not only are we expanding into the physical therapy arena after beating out our much larger competitors for contracts, but the SecureCare office space is doubling, a new website will soon be rolled out and we will once again be well-represented at this year's Blue Cross Blue Shield National Summit in May. This event provides SecureCare the opportunity to network with our Blue Cross clients and interact with senior leaders from Blue plans across the country.



Rand Petersen, DC  
Board President

As SecureCare continues to expand into other disciplines, our commitment to chiropractic advocacy continues to grow. We have provided significant financial support to many important organizations, including a recent \$20,000 contribution to the Congress of Chiropractic State Associations (COCSA) at the National Chiropractic Leadership Conference (NCLC) in Washington, D.C. In addition, SecureCare continues to support other organizations, such as the Council on Chiropractic Guidelines and Practice Parameters (CCGPP), the Foundation for Chiropractic Progress and many state associations.

SecureCare is a bright spot in the health care industry. Lou Andersen and his team are doing an amazing job. You can be proud of the good work they are doing and the representation that SecureCare has across the country.

Finally, I want to thank Dr. Robert Krugman for his service to SecureCare and the NCPA over the years. Our recent board meeting was his last as he heads to South Dakota. We wish him all the best!

Thank you for your continued confidence and trust in SecureCare.

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## **Nutritional Supplements: Differing Viewpoints**

**By Mark A. Knoll, DC**  
*Medical Director*

I was recently with my wife at a doctor's appointment. One aspect of her visit was this doctor's review of her current medications and nutritional supplements. As he surveyed the long list of nutritional supplements that she takes, he asked her in bewilderment, "Why do you take all these vitamins?" She replied that they are part of her regimen of health maintenance. He then opined: "Vitamins are totally unnecessary as long as a person eats a normal healthy, balanced diet." I was surprised of his opinion as this doctor was in his mid-thirties.



Mark A. Knoll, DC  
Medical Director

A few weeks later I came across an opinion piece in The Journal of the American Medical Association (JAMA). This piece was entitled, "*Vitamins and Mineral Supplements: What Clinicians Need to Know*" [1]. Highlights of this article are as follows: Vitamins are taken by 48% of adults, typically to maintain health and prevent disease. Most randomized clinical trials have not demonstrated any clear benefits for primary or secondary prevention of chronic disease not related to nutritional deficiency. Clinicians should highlight the many advantages of obtaining vitamins and minerals from food instead of from supplements.

Not surprisingly, the opinions in JAMA are very similar to those of my wife's doctor. So, where exactly is the disconnect? Why do those in the natural health profession believe

that nutritional supplements are an important part of a health regimen, but medical doctors find nutritional supplements totally unnecessary? Is it possible that MD's in 2018 continue to have some of the same biases and misunderstanding regarding natural health that were present 30 years ago? Is the drug company bias so strong that it completely clouds their objectivity? Is it because the randomized clinical trials on vitamins and minerals are performed with inferior products? Or is it possible that those of us in natural health care have somehow been deceived?

In order to find some answers, I turned to some experts in the field of nutrition. One such person is Michael Murray, ND. In his book, *Encyclopedia of Nutritional Supplements*, Dr. Murray states that numerous studies have demonstrated that most Americans consume a diet, inadequate in nutritional value [2]. He goes on to state, "While most Americans are deficient in many vitamins and minerals, the level of deficiency is usually not to a point where obvious nutrient deficiencies are apparent. A subclinical or marginal deficiency indicates a deficiency of a particular vitamin or mineral that is not severe enough to produce a classic deficiency sign or symptom. In many instances the only clue of a subclinical nutrient deficiency may be fatigue, lethargy, difficulty in concentration, a lack of well-being or some other vague symptom.

James Chestnut, DC, an evidence-based doctor of chiropractic, clearly understands the nutritional deficiencies that most Americans face. In his book, *The Wellness Prevention Paradigm*, Dr. Chestnut uses an analogy he calls the "Rocks in our backpack stressor analogy" [3]. Stressors can be things such as poor diet, sedentary lifestyle, relational issues and environmental stressors. These are all examples of rocks in a person's backpack. Dr. Chestnut identifies four nutritional supplements that he believes are essential for a wellness lifestyle. These include:

- Fish Oil: A natural EPA: DHA ratio, natural triglyceride form, full fatty acid complements fish oil for essential fatty acids
- Vitamin D
- Probiotic: A non-dairy, wheat free, soy free, multistrain, probiotic that contains strains that are part of the normal human flora
- Certified Organic Whole Food Micronutrient formula

So, after investigating both sides of this issue, I believe the disconnect occurs here. Medical doctors identify nutritional deficiencies based on clinical signs and symptoms. Because severe vitamin deficiencies, like scurvy, are extremely rare in America, medical doctors don't realize the need for nutritional supplements. However, natural health experts tell us that the proliferation of fast food, a stressful lifestyle and food supplies that are nutrient deficient, creating the need for vitamin and mineral supplementation.

So, realize this is another area where the chiropractic and medical professions may disagree. I encourage you to use this information as an opportunity to discuss this subject with your medical colleagues. Help them to understand that just because an article in a prominent journal states an opinion, it doesn't necessarily make it so.

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[1] Manson, JoAnn, Bassuk, Shari. "Vitamins and Mineral Supplements: What Clinicians Need to Know" *Journal of the American Medical Association* (2018)

[2] Murray, Michael. *Encyclopedia of Nutritional Supplement* (1996)

[3] Chestnut, James. *The Wellness Prevention Paradigm* (2011)

The Practice Progress Webinar series, provided by the Foundation for Chiropractic Progress, are designed to engage doctors and provide enhanced information to further educate patients about the value of chiropractic care. Here are three of the most recent recordings:



[-Chiropractic Care for the Boomers, Presented by Dr. Lisa Killinger](#)

[-Therapeutic Effects of Spinal Manipulation: A Brief Overview, Presented by Dr. Bryan Bond](#)

[-Chiropractic Management of Headaches, Presented by Dr. Rick Cole](#)

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## **Association Between Utilization of Chiropractic Services for Treatment of Low-Back Pain and Use of Prescription Opioids**

Source: The Journal of Alternative and Complementary Medicine



Pain relief resulting from services delivered by doctors of chiropractic may allow patients to use lower or less frequent doses of opioids, leading to reduced risk of adverse effects.

The objective of this investigation was to evaluate the association between utilization of chiropractic services and the use of prescription opioid medications.

[Read More](#)

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## **Manipulation and Mobilization for Treating Chronic Low Back Pain: A Systematic Review and Meta-analysis**

Source: The Spine Journal

Mobilization and manipulation therapies are widely used to benefit patients with chronic low back pain. However, questions remain about their efficacy, dosing, safety, and how these approaches compare with other therapies.



[Read More](#)

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## **We've Gone Social!**

Be sure to "like" and "follow" SecureCare on [Facebook](#), [Twitter](#) and [LinkedIn](#). Social media allows us to connect and communicate with SecureCare members and potential members, while continuing to

uphold the SecureCare brand. Share your news, updates and successes with us, and we will continue to keep you updated on the latest information nationwide.



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*SecureCare is a subsidiary of the Nebraska Chiropractic Physicians Association  
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