

IACOHC RESOURCE CENTER CATALOG & PRODUCT INFORMATION

MARKETING: THE WHEELS ARE ALREADY INVENTED! The IACOHC offers lots of tools (slides, books, forms, etc.) for Doctors of Chiropractic. Whether it is a marketing presentation or a 'get started' product for doctors just beginning their work with industries, these products are sure to satisfy your need. All prices and products are subject to being changed without notice.

When ordering, please order ahead of your meeting date(s) so you have the items for presenting. Due to limited space and budgetary structure the IACOHC keeps a minimal inventory of items. If you need an overnight shipment, please be sure to call the IACOHC as early in the day as possible. The IACOHC does not keep set hours. Plan well ahead as you are able.

To order, please mail or fax the included order page directly to the IACOHC. (See last page). Doctors joining the IACOHC at the same time as ordering can immediately enjoy member prices. Membership is \$125 annually. Thank you for your purchase and support of the IACOHC!

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 OWATONNA, MN 55060
 Ph: (507) 455-1025
 Fx: (507) 455-0922

ITEM/TITLE	DESCRIPTION	Unit Price	QTY. QTY.	Price:
The IACOHC CHIROPRACTIC OCCUPATIONAL HEALTH & APPLIED ERGO MANUAL: This is <u>THE</u> Get Started Tool!	A practical guide to getting started working with employers. This manual offers basics as to what services to offer, how to reach decision makers so your time is invested wisely, performing ergonomic evaluations and making recommendations, forms, marketing tips, etc., - all the basics of either setting up your practice to focus on occupational health and applied ergonomics, or to give your current occ health practice a good boost. Manual Guide.	Members \$88.00 Nonmembers \$95.00		\$:_____.
SITTING ON THE JOB: ACTION PACK <u>NOW AS A POWERPOINT PRESENTATION!</u> PC only	Excellent , easy to use presentation just for the sedentary worker environment! Most of our nation's workers sit on their – job – during the day either at workstations, terminals, or other. Automation of work subjects people to all sorts of physical stresses and injuries as neck pain, headache, backache, CTS, CTDs, fatigue, etc. The is a sure-fire program for your use with training employees or marketing to industry. By leading authority on sedentary work Dr. Scott Donkin.	Members \$219.95 Nonmembers \$229.95		\$:_____.
DYNAMIC DIMENSIONAL WELLNESS: IMPACTING QUALITY BY INTEGRATING DYNAMIC DIMENSIONAL WELLNESS <u>CHIROPRACTIC EDITION</u> EXCELLENT POWERPOINT PRESENTATION	Impacting Quality by Integrating Dynamic Dimensional Wellness ” Market/educate as a component to a company’s quality or production management program. When workers are healthy, they are at work and function at higher capacity. Convince decision makers that you have production in mind as you help them develop wellness programs that identify whole-person health and well being. The numbers are in, and we know that workplace wellness pays off well for employers. This presentation provides excellent statistical data about costs to employers for illnesses, predictable returns on investment both tangible and intangible. Special notations are given about the utilization and outcomes of chiropractic for workplace health and wellness. Created by Workplace Human Relations, a division of FGC. PC or Mac. CD, step-by-step Script, Handouts, in viewbinder. Audience: Decision makers, business groups.	Members \$149.95 Nonmembers \$159.95 - Great for Presenting to Employers - Great for Expos! PC only. MAC - must have Powerpoint installed for use.		\$:_____. <u>Did you know that all PowerPoint presentations include protected disk, handout pages, and speaker script? And, the programs will self-execute when placed into your pc's hard drive.</u>

PREPLACEMENT (Post-Job-Offer) INDUSTRIAL EXAMINATIONS:

<p>PREDISPOSING FACTORS TO LOWER SPINAL INSTABILITY (manual guide)</p> <p>&</p> <p>BICS CHIROPRACTIC INDUSTRIAL EXAMINATION (video)</p> <p>Comprehensive Information!</p>	<p>Manual by J.Sweere. He wrote the book for doing preplacement industrial screenings involved in worker selection! This manual is fully illustrated, a step-by-step guide and numerical scoring system involved in the Biomechanical Stress Index (forms below) Evaluation (BSI). Contains prevalence of 50 predisposing factors related to spinal instability observed among 560 young adults. Bar graphs representing remarkable effectiveness of this means of preplacement physical screening incl.</p> <p>The video: Both female and male subjects are examined. Begins with introduction to worker selection concepts and comments regarding the medico-legal and social significance of such screenings. Step-by-step process is outlined in the video as indicated on forms (below). Explanation and clinical significance of each subject is given. Learn exact methodology and steps performed in industrial exams. Video, 120 minutes.</p>	<p>Members \$150.00</p> <p>Nonmembers \$170.00</p> <p>EXCELLENT!!</p> <p>Video and manual complete the package you need to equip yourself for performing preplacement screenings. (1 set of the forms below are included.)</p>	<p>QTY:</p>	<p>\$:_____.</p> <p><u>The IACOHC only carries resources that have been effective for DCs. The IACOHC exists to empower DCs to work with industrial clients.</u></p>
<p>BSI: BIOMECHANICAL STRESS INDEX EVALUATION Set</p>	<p>by J.Sweere. Copyrighted. This set of forms is utilized in the preplacement industrial screening (as above) . May be used either with or without the manual above. Forms are:</p> <ol style="list-style-type: none"> 1. Authorization to Release Information; 2. General Health History Questionnaire; 3. History of Neuromusculoskeletal Injuries/Disorders; 4. Chiropractic Industrial Examination; 5. Biomechanical Stress Index Evaluation 6. Preplacement Evaluation; and, 7. Summary of Findings 	<p>Members: 1 set @ 10.10</p> <p>2-25 sets @ \$9.90/set</p> <p>26-50 @ \$5.90/set</p> <p>51 + @ 3.75/set 200 +, call for price break. (Nonmembers add \$.60/set)</p>		<p>\$:_____.</p>
<p>INDUSTRIAL WORK RELATED INJURY SURVEY (IWRIS)</p>	<p>by J.Sweere. Copyrighted. A loss source analysis system to identify nature and severity of workplace injuries. Great tool for helping employer see 'trends' or demographics of injuries! Reveals very specific information about injuries: gender, age, tasks, length of employment, body part involved, mechanism of injury, shift, gradual or acute onset, etc. Establishes a baseline for determining effectiveness of a preventative program the company has implemented. New info can be entered as injuries occur.</p>	<p>Members \$10.00</p> <p>Nonmembers \$12.00</p>		<p>\$:_____.</p>

PATIENT PRESCRIPTION, PATIENT EDUCATION & PERSONAL USE ITEMS

<p>DESKERCISE! THE WORKPLACE WORKOUT</p> <p>Fully Illustrated. Program of stretches and exercises that can be done right at the desk or work space. Anybody who sits at their job should have this guide for reducing the strains and pressures of seated work!</p>	<p>DESKERCISE! THE WORKPLACE WORKOUT, published by Center Path Media, is authored by Dr. Todd Bernston. This book offers a program of exercises and stretches specifically designed to counteract physical stresses associated with working at a desk. In addition, you will learn the secrets to a healthy diet and other lifestyle habits to help you feel great and reduce your risk of degenerative disease. A great resource for your patients!</p> <p>Readers are given many exercises and stretches that can be done right at their desk to help prevent or reduce the physical complaints, injuries and disorders commonly resultant from sitting. The author tells readers what weights to use, how many repetitions, and exactly how a specific exercise should be performed and why.</p>	<p>Retail: \$21.95</p> <p>1- 10 books: \$15.37 ea. <i>Nonmembers</i> \$13.17 ea. <i>Members</i></p> <p>11-25 books: \$14.27 ea. <i>Nonmembers</i> \$12.07 ea. <i>Members</i></p> <p><i>For more, 507-455-1025</i></p>		<p>\$:_____.</p>
<p>GOLDEN RULES FOR VIBRANT HEALTH</p> <p>Pb. Published by Basic Health Publications,</p>	<p><i>Golden Rules for Health Living</i> is the perfect companion to professional, corporate, and personal wellness programs! This book offers guidelines & information for health-conscious people. Sound, practical, logical approaches to managing the harmony of the body, mind and spirit – whole person health. Us for patient ed, patient prescription, professional/corporate wellness, and for</p>	<p>Clinician's Price: \$12.95 \$9.95 2 or more</p> <p>Quantity discounts</p>		

Inc.	personal use. Even if one rule is adopted from the hundreds offered, the book will have been of tremendous value. Value priced too so you can incorporate this book into your clinical practice. This book has rec'd tremendous support from Chiropractic, Health and Wellness, and Educational experts and authorities. Retail is \$14.95	available, please inquire		
PEAK PERFORMANCE: BODY & MIND	Excellent new book for patients, human resources, professionals – anybody. Great to incorporate into corporate wellness packages! Call for discounts for large quantity discounts of 24+ copies). Place a copy in your patient waiting room. Prescribe for patients, give as gifts to other professionals. This book draws from the fields of kinetics, biomechanics, and physiology. Dr. Scott Donkin, along with Dr. Gerard Meyer, present a highly systematic approach to life that will bring you to a much higher level of comfort, satisfaction, and accomplishment. Experience a sense of exhilaration as you learn to eat, walk, breathe, and even drive in ways that can avoid the most negative environmental impact. Heightened concentration, anticipation and relaxation will be yours as long as you bring your physical systems into unison with your body and mind. 192 pp. Illustrated. pB.	Members \$14.95 Nonmembers \$17.95 Call for volume pricing of 12 or more. EXCELLENT!!	QTY.	
SITTING ON THE JOB	By Dr. Scott Donkin. The stresses of sitting at making a living take their toll on the human body. Donkin identifies those stresses, and gives tips on how to alleviate the discomforts associated with extended sitting. He tells readers how to stretch muscles, alleviate pain in joints and spine, and provides tips for nutrition, sleep, etc. He discusses such things as workstation set-up, lighting, adjusting your chair, etc. Excellent book for your patients (education and prescription) and for display in your waiting area. This book has been available in bookstores since 1988 – everybody can benefit from this book.	Retail: \$14.95 Discount price: \$12.95 nonmbrs \$10.95 members discounts for quantities, please inquire		
INDEPENDENT STUDY: DEPT OF TRANSPORTATION SPECIMEN COLLECTOR TRAINING (FOR DRUG TESTING)	Please inquire			
INDEPENDENT STUDY: DEPT OF TRANSPORTATION SPECIMEN COLLECTOR TRAINING (FOR DRUG TESTING)	Please inquire			
DOT Physical EXAMS, Marketing Manual	Please inquire			

MARKETING BROCHURES & TOOLS

COST EFFECTIVENESS OF CHIROPRACTIC	Copyrighted. Marketing brochure, or patient education brochure. Minimum order is 25. Excellent, full sized, color brochure includes facts companies should know about the use of chiropractic services, how chiropractic positively effects the bottom line. These are summaries of MEDSTAT Project, Western J. of Medicine, and other studies done to determine effectiveness and satisfaction of chiropractic for diagnosis, treatment and for the workplace setting.	(Min. 25) Members \$1.75/ea Nonmembers \$1.85/ea	QTY.	\$:_____.
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BROCHURES: SITTING FIT SLEEPING FIT	Dr. Scott Donkin has a reputation for producing only quality products with the most useful information for readers and users. These four brochures are done very well, describing the symptoms and stressors sustained from ill-use of the body, negative health and lifestyle habits, etc. These brochures are terrific used in mailings, used as handouts when you visit industry, and of course excellent for including in your clinic's brochure rack. Reasonably priced too.	Members \$17.95 for 50 of one title \$32.95 for 100 of one title Nonmembers \$18.95 for 50 of one title \$34.95 for 100 of one title	QTY Sit:_____ Walk:_____ Eat:_____ Slp:_____	Min. order of 50 per title. Mix batches of 50 each for quantity discounts. \$:_____
STUDIES on CHIROPRACTIC	Copyrighted. Marketing brochure, or patient education brochure. Minimum order is 25. This brochure is a standard trifolded size, will fit into business envelope or standard brochure plexiglass holders. Excellent brochure documenting the efficacy and appropriateness of chiropractic health care. Summarizes many government and research studies on chiropractic – the RAND study, Manga Report, Stano Cost Comparison study, just to name a few.	(Min. 25) Members \$.85/ea Nonmembers \$.95/ea		\$:_____

Sub Total:	\$:_____
MN Sales Tax @ 6.5% (MN residence only)	\$:_____
In addition (Mpls only) Mpls City Tax @ .5%	\$:_____
S & H (see chart)	\$:_____
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\$12-\$25, add \$10.50 S & H

\$26-\$40, add \$11.50 S & H

\$41+, add \$13.00 (subject to change)

Call for expedited or out of US fees.

CHECKS Payable to IACOHC, 930 CRESTVIEW LANE,
OWATONNA, MN 55060

FAX: 507) 455-0922

PHONE: (507) 455-1025

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Be sure to call well ahead of when you will actually need a slide presentation package!

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