



## James Morgan Bowen, JD Convention Presenter

Here is an alternative to the formulaic, industry sponsored, recycled, sleep-inducing convention presentations.

- Act like a real business.
- Learn tax basics.
- Keep out of trouble.
- Discover how to make and keep more money.

*... in only three hours.*

My legal, accounting and business background combined with on-site visits to hundreds of DCs has given me a very unique perspective on the profession. My background as a litigator and speaker allow me to communicate this in a way to make the information accessible, interesting and entertaining (yes, taxes can be humorous).

I can tell you from a real life perspective why some Docs are happy, successful and financially secure, while others are not. I see what issues take Docs off the straight and narrow and onto the pages of Board reviews. Many reasons for these outcomes, but one common characteristic is the knowledge or lack of knowledge of basic tax law, business concepts and chiropractic operations. This is information that is not taught in the Colleges, not given in chiropractic seminars, not offered at State conventions.

What determines the profitability and compliance of clinics can be entity issues (corporation, LLC or sole prop), tax filing issues, documentation issues, relationship issues (Stark, Antikick-back, False Claims Act), or even more basic issues such as partners, location, marketing, image ... the permutations are numerous, but they come down to a few basics. Sometimes there are easy, perfunctory changes that can improve the clinic. Other times it requires a re-wiring of the Doc's outlook, but it always includes the Doc realizing that the clinic is also a business and that just repeating past actions results in ... well, the same results. This is what I teach.

I teach the overview, the perspective of running a business and how it applies to the DC clinic. I give many examples of the right/wrong ways to operate. I discuss not just tax theory and application, but all aspects of the practice - billing, coding, software, equipment, personnel, hiring/firing, liens ... everything is up for discussion either during or after a presentation. In my longer presentations I show over 200 photos of DC clinics – the good, the bad and the ugly. Attendees report that my presentations have given them the most instantly practical information they have ever seen in a seminar. Ever.

State conventions are a perfect venue for my subject. These are perhaps the only occasions where information can be shared with a geographically wide group of attendees. Since my talks touch on such an array of issues, new regulatory or operational information of concern to the Association or Board can easily flow into the presentation that will help the attendees and transfer to their colleagues when they return home. I have not seen a better or more effective way of instantly increasing profitability and compliance for a large group of members.

Offering such a unique seminar will also increase attendance. Increase membership. Increase credibility.

I have built a reputation for integrity, objectivity and professionalism, and have a strong history of supporting local and State Associations. I do not take compensation from service or product recommendations. It should go without saying that I do not sell from the stage.

My talks can be anywhere from 1-to-4 hours. I charge for private seminars, but presentations to Associations are gratis, except for travel costs. I donate all costs for many non-profit fund-raising events. More information can be found at my website ([www.bowen.us](http://www.bowen.us)), including many, many testimonials from Docs whose lives have been changed from my services.

Is a consulting firm specializing in small health-care related businesses. The firm is uniquely positioned to provide intensive, unlimited, personal advice to the business owner, targeting inefficiencies in entity formation and structure, and time-specific planning, with the long-term goal of owner-centered discrimination and improved clarity of business vision.

James provides advice on: practice management, protocols, staffing, compensation, management and other issues; operations; integration of ancillary services, primary care protection, bookkeeping, profit/loss categorization, tax documentation and strategic planning implementation. James Bowen has assisted over 250 clients, including medical practitioners, attorneys, accountants and other small business owners earn more, keep more, increase compliance with Regulatory, State and Federal law and realize a more satisfying, productive life.

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