

## Occupational Medicine: What Is It? and Why Should DCs Do It?

By James Raker DC, FADP, CME, CWP



Occupational Medicine is the branch of medicine that deals with worker wellness and safety. Under federal law, departments such as OSHA, DOT, FAA, NIOSH, Homeland Security, etc., must enforce mandates that specified categories of workers must undergo earmarked tests done every year, and that the companies they work for must pay cash for the tests! What kind of tests are we talking about? Things like physicals, hearing tests, pulmonary function tests, heavy metal tests, respiratory mask fit tests, drug and alcohol tests, and more. There are currently around 25 different services of which 13 are mandatory and the others are highly utilized in most businesses. For example, all truck drivers, plane pilots, train engineers, bus/subway drivers, and ship captains must have a physical every 2 years or less. They all must have drug and alcohol tests routinely to protect the public's safety. All firemen, policemen, hazardous cleanup crews, and garbage truck drivers in every city must have physicals and drug tests. All school bus drivers, utility truck drivers, and FedEx/UPS drivers also must be tested. Teachers, preschool workers, nursing home workers, must have background checks and be fingerprinted mandatorily. Workers whose jobs take them around paint or dust must have respirator mask fit tests. People in loud jobs must have their hearing tested annually. In all, 80–90% of workers in the US have at least one of these tests done every year. Current spending for these tests is \$33 billion a year and that total is continuing to rise.

Why should DCs incorporate Occupational Medicine into their clinics? It can be done by DCs in all 50 states with only a few exceptions. Namely DCs in WA, MI, and NY can't do the DOT physicals. An especially interesting feature is that there are only 25 or so services and most cost very little or nothing to start. Out of the 25 services, only 5 require extra training to become certified, but two only take 4 hours, one requires 12 hours, and two are 20 hours (2.5-day course), which means that all training could be done in a couple of weeks. With that training, a DC could then offer services that

nearly every single business uses, which mean the majority of working people in your town could be directed to go to your office when most of them have never been to a DC. It is an opportunity to gain access to many new patients that need chiropractic care, but have been apprehensive, or told not to go to a chiropractor. This approach allows you to get paid to see new patients rather than you paying to advertise for new patients.

I conduct drug tests for my bank and grocery store. I do physicals and drug tests for the city and county police and firemen. I do physicals for the garbage trucks, electric and cable trucks, railroads, and airports. I have paper mills, construction sites, military contractors, school districts, and just about every other business in town. So, when a DC asks me, "How do I know there is some of this business in my town?" I can say factually, "It's in every single town in America." The need is growing, not shrinking. The time is now to capitalize on the opportunity. Oh, and best for last, your assistant can do everything but the physical without you having to be present. Talk about a great way to make cash income with no recoupments, no downgrades, no coding issues, no fear of an insurance carrier coming to take all their money back.

**ALL DCs SHOULD KNOW HOW TO DO THIS AND WORK WITHIN CORPORATE AMERICA.**  
Live life easier, without fear, and with more cash.



Dr. James Raker DC, FADP, CME, CWP is CEO of OccMed For DCs, has 30 years private practice including Occupational health of several companies in Texarkana USA area. Has been doing DOT work for over 25 years, was one of the first doctors in the country to pass the DOT certification and become a Certified Medical Examiner for the Dept of Transportation of the US government, and has been teaching Occupational Medicine services since 2012. Has lectured in AR, TX, IL, SC, CA, FL, NJ, and OH. Providing OccMed services for companies, he has provided 500 drug tests in a single day, and 75 hearing tests in a single day. He became a Certified Wellness Instructor by the Foundation for Wellness Professionals on July of 2014. He started the OccMed For DCs training program in 2015 at [www.OccMedForDCs.com](http://www.OccMedForDCs.com)