

with Jon Kec, D.C.

CHIROPRACTICAL

A NEW DC'S GUIDE TO STARTING A PRACTICE



Dr. Abigail Riutta

All of a sudden you go from having students around you and mentors and clinicians, and then it's you by yourself, and you could be on this island of just. Terrified, like what am I doing

Jon Kec

Did you know nearly one in five small businesses don't make it past their first year. That includes chiropractic offices. But for Dr. Abigail Reda, her dream became a reality.

Dr. Abigail Riutta

I was lucky that that first day I had four new patients. Like I had people waiting to come and see me,

Jon Kec On this episode of chiropractic, we're breaking down what every new grad needs to know before they open their doors. This is chiropractic.

OPENING THEME

Jon Kec

If you're one of those people that just thinks, I'll figure it out later, maybe after graduation, this episode is going to change the way you approach the rest of your time in school. The truth is, the transition from a student to a chiropractor doesn't come with a roadmap, and that uncertainty can be overwhelming if you're a chiropractic student wondering what life is really like after graduation beyond those exams.

The adjustments in the White Coat ceremony, this episode is for you. Today we're excited to welcome Dr. Abigail Riutta, a former NCMIC student ambassador, and now new chiropractor in Northern New York. She recently took one of the biggest steps in her professional life. She opened her own practice.

Dr. Abigail Riutta, thanks for joining us here on Chiropractical.

Dr. Abigail Riutta

Thanks for having me.

Jon Kec

Other students out there right now, what can they be doing? And let's, let's maybe focus more on like, people in their clinical phase, right? So you're, you're getting close. What can they be doing to set themselves up for success if their plan is to open their own practice? What's kind of a checklist? Maybe three to five things or more if you feel like that's appropriate that you would give them to say, Hey, this is gonna get you moving in the right direction.

Dr. Abigail Riutta

First off is figuring out where and how you wanna practice, how you visualize yourself as a practitioner and how you visualize your space. Once you know that, putting yourself out in your community. So I started practicing in May. January I started doing community presentations, so I lucked out only lived about three hours away from where I went to chiropractic school.

I was home, I was trying to do something in the community, whether it was coaching, whether it was giving presentations on, this is why you get headaches, or how chiropractic care can help, stuff like that. That way people knew I was coming. Um, so getting your name out there. Getting policies and procedures in place. So these are all stuff that you can plan ahead of time as long as you know of what, where you're going. So if you're opening your own practice, okay, what hours are you gonna be open? What's your website gonna look like? I use Google sites because it's free. You're trying to start up on a budget. Made my own website,

I made my own business cards. Uh. Started creating my templates for notes, had people review them, my classmates review them. Say, this is Abby, you forgot this. You need to add a review, um, of systems on here. You need to add this. Um, you don't really need this. Like all that sort of stuff. Bouncing ideas, um, if there's a technique you wanna do, like I knew I wanted my Webster certification heading into practice, so I got that right leading up to graduation. yeah.

Jon Kec What about the business side? What can you do early on on the business side? Understanding some states like New York, right? You, you've got a process you've gotta go through, but what kind of, you know, business advice or, or that's not fair? What kind of business insight, let's say, um, would you give to somebody who's looking at starting their own practice?

I would create like a policies and procedures manual. So I took Dr. Goodman's book, the Manual. She released that, like right as I was making this decision that this is what I wanted to do. So I took that book and I took a notebook and I was highlighting and basically creating my own manual using her book of like, okay, step by step, this is what I'm gonna do.

She has some like self-reflection things in there too, like, so I would do that. Um. Like I said, you are limited. Like I couldn't even open my own business bank account until I had my tax ID number, which I had to wait for my PLLC, which I had to wait for my license and like creating that checklist of, okay, the day I get my PLLC, we're doing this, this, this, and this. 'Til the day I get my tax ID number, we're doing this, this, this, and this ... kind of creating those checklists based off

Jon Kec

One thing, going back a little bit, you did mention getting involved in your community.

I think as a chiropractor, a lot of us have a, a, a fear of that. Right. Which is interesting when you think about it. Fear of going out and talking to people when we sit in a room all day and talk to people.

But I think when we get more than one person in that room or there's that fear of rejection, it's a different space. So what was that like? Any advice or tips and tricks to getting out in the community? Talking to both potential patients,

Also potential referral sources, whether that's a doctor or a a business, whatever it may be.

Dr. Abigail Riutta

Yeah, that was definitely something I was scared of and I knew it was something that you had no choice. Like being in a small town, word of mouth is what was gonna build my practice. Social media posting things online, but word of mouth like that can make or break you whether it's a good referral or a bad one. Um, so I knew giving those presentations, talking to people. Talking to practitioners was definitely the scariest part once I started opening my practice,

Sometimes chiropractors are not respected by the medical community. And I did my internship at the um, finger Lakes va, so we worked right in the hospital setting.

So all of a sudden I was in this hospital setting where chiropractors were really well respected to. Okay, now we're in the real world where sometimes that isn't the case. So trying to, I was lucky when I was in the va, like they held us at the standard of like, if you are going to call yourself a doctor, you better talk like one.

You better write your notes like one, like you better, you're held up here. So that when I started my practice and I started seeing patients, and trust me, the healthcare in our area is very limited

We're in such a remote area that sometimes I see things and I'm like. When was the last time you saw your primary?

And they're like six years ago. And I'm like, okay. I'm like, who is your primary? And then I would give them a call, send them my notes, and that's how I started building it on that aspect,

That's a terrifying thing. And a lot of them were like, thank you for caring. Like thank you for reaching out about X, Y, and Z.

Thank you for the note. Like I'll review it and get back to you. And then I've started getting patients that way from a lot of the community members, then a lot of it is fear around chiropractors. They're like, I have a lot of patients who are scared that I'm gonna paralyze them or break their neck. A lot of community members, a lot of educating on like that is not what we're doing. We do a very good exam history and I'm never gonna do something that you're not comfortable with.

If you don't want me manually adjusting your neck, I will not do that. I'm never gonna force you to do a treatment that you are not comfortable with. So trying to set that foundation with. I'm out in the community, 'cause we'll be out at my sister's sports games and I'll have someone approach me and be like, Hey, I've been having this shoulder pain. Is this a chiropractor thing? Or should I go see a pt? And I'm like, wanted to watch my sister's game.

But yes, I'll answer your question during halftime sort of thing, just trying to be a friendly face and talk as much as you can. You get more comfortable. It's terrifying at first, but the more you do it, the better you get at it.

Jon Kec

I think the, the biggest question I always ask people to start is why chiropractic? What was your, your driver that got you into the profession?

Dr. Abigail Riutta

So when I was 13, I was in eighth grade. I was playing JV basketball and there's a big difference between the eighth grade girl and 10th grade girl. So I went up for a layup and I got hit by this girl and immediately my back spasmed up. I was like not quite sure what happened. I've never been injured before playing a sport either.

So it was like all new. I. Remember getting carried off. My parents brought me home and my mom had to help me, like get in and outta bed, use the shower, and she was like, okay, we gotta take you to go get checked out, like there's something going on. Got X-rays. Nothing was wrong.

They sent me to an orthopedic group. They offered me some pain medications, referral and it was a couple weeks process of just trying to figure out what was going on. Like they it might be broken. Maybe it's a muscle spasm and I'm going to PT doing all these things, and I wasn't getting any better.

And for me, like I was 13, basketball was life like, and my dad was like, let's go see a chiropractor. And I said. First of all, I have no idea what that is. Never heard of a chiropractor before, but you're my dad. I trust you. Let's go. So we went. I got adjusted and it was immediate, like I hopped off the table.

I had never felt so great. I was back playing basketball with

Jon Kec

Awesome.

Dr. Abigail Riutta

And it felt incredible and, I was like that's what I'm doing for the rest of my life. I wanna be able to provide that kind of relief for my patients.

Jon Kec

Insanely powerful. That's, that's awesome. Glad to hear it was, was so immediate for you. 'cause I know, like you said, you know, that is your life at that time, in that age, missing a couple of weeks of basketball would've made me crazy. So right there with you.

And did you know right from the start your plan was to hit the ground running, open your own practice and just go for it? Or did that some kind of develop as you were working your way through school?

Dr. Abigail Riutta

So the area I live in, I live in northern New York, so right on the Canadian border. It's a small town. And I didn't know there was an option to be an associate, like all

By me own their own practice. And it's either husband and wife that are both chiropractors owning a practice or it's an individual doc, they're all family practices.

So that's what, in my head, I thought that was.

Jon Kec

The norm. Yeah,

Dr. Abigail Riutta

The care, and that's all I've ever, ever seen. And it was until I went to chiropractic school, I realized, oh, you can be an associate. You could work at all these different clinics. You could specialize in pregnancy or sports.

Like I had no idea how big the profession was until I was in school, I had this mindset of. We live in a small area that's one, not very educated, and two is in need of healthcare providers. So I was like, I knew I wanted to move back to my hometown,

Opening my own practice was really the only option.

Jon Kec

I mean, speaking from my experience, I had no idea how I wanted to come out and practice. And I think a lot of what we're gonna cover today, and I think maybe you're gonna be able to give a lot of insight on to people who may be in a position that I was in of, of I don't know what to do, I don't know how to get started.

I don't know what the first thing I even need to do is. And when you're in school. It's so overwhelming. All the other stuff in life, the thought of adding a business plan and a business formation and all of that stuff on is, can be overwhelming.

You didn't have a choice, right? You just, this is, this is what has to happen.

This is what's going to happen. So, uh, I, I think there's a blessing in that to a degree, right? You, you had that mindset from the start. So you're doing it one way or the other.

Dr. Abigail Riutta

Well, I will say halfway through chiropractic school, like of a sudden I did have the opportunity to go. And like joined this really big practice and the docs there. I highly considered it. I was like, but it just wasn't in the area I wanted to live. It was in a

I like the small town life. I, I like living in a smaller area and I was like, as much as like that security and like clocking in and clocking out, I kind of liked, I was like, I wanna have the control. I wanna be in my hometown. And that I did have opportunities to buy practices and I was like. It's still not my hometown, so I was gonna risk it all and go on my own, I guess.

Jon Kec

Well, let's talk about that. So, you know, how did you kind of start the process? Was this something you're working on from the, the day you kind of started into chiropractic school, because again, you didn't really know there was another option, or did you wait until your last year, last trimester semester, whatever it may have been.

Dr. Abigail Riutta

A little bit of both. Like I said, this is something I've been thinking about since I was 13 years old, like in my head, always asking questions, kind of up things and kind of putting it in the back of my mind. So I remember like even coming home for breaks during college, walking through town and trying to figure out like where I'd want my practice location to be like. There's only like 10 spots I could choose from. So trying to figure out like, is it gonna be in a small building, kind of off main street? Am I going to rent a spot right on Main Street?

Am I like trying to figure out that sort of stuff. Just planning ahead. Um, and then I wanna say it was seventh trimester when I really like started looking like

That clinical portion, the academic stuff is starting to die down, aside from studying for boards. So I really started looking and I found the building that we're in currently online. So it was two years before I graduated, a year and this building was very, very expensive online. And I was like, it was an old dentist office, and I was like, oh, this would be like my dream, like to a clinic that has eight treatment rooms that I could grow into, that I could hire associates like.

It's a nice thought kind of thing. as I started progressing through school, like I'd refresh the realtor websites just to see like what was coming on, and I could see the price of this building drop and drop and drop and drop and drop when it was like six months out from graduation when I was like, okay, I need to make a decision.

Like are we doing this? Am I not? What's going on?

I was like, you know what? I, my parent, my dad just retired and I was like, he was looking to get into real estate. I was like. Would you like to make an investment? So

Jon Kec

I have this amazing building for you.

Dr. Abigail Riutta

Yes, I was like, what? Is this something you would be interested in? Because I graduated chiropractic school at 23, who's going to sell me a piece of property, of real estate. I had no like sort of anything to my name, it just wasn't gonna happen. So I'm very, very, very fortunate that I have one family that supports me both. Emotionally and through this whole journey, but financially, they were able to help me out in that

And I rent from my dad just as I would've if I was in any other building.

I think you have to have that help along the way, right? In some form or fashion. It might not be financial, it might be a, a great mentor who really sets you up with the perspective of how to run the practice, but I think everybody, if they really boil it down, you had some of that help somewhere in the process and it.

Again, I, I don't know if you could function without it, taking it on and be successful it quickly, I guess I should say. You can definitely figure it out, but figuring, uh, getting through it quicker because of that, so that's awesome. Um, so let, let's step back a little bit. When you were kind of putting things together, your business plan, seventh trimester, really starting to, to really think about this, what did you find was the, you know, the.

Jon Kec

The easy parts of the process, if there were any, and if not, what were the easier parts of the process, I guess, to get you up and running?

Dr. Abigail Riutta

Easy process was pro, sorry. Easy process was kind of coming up with my. The kind of chiropractor I wanted to be. I wanted to spend time with my patients, so very similar to how we do in school. I do an hour first patient appointment and minute follow ups just so I could start to build that rapport with my patients and take my time. Granted, I'm only eight months into practice, so this could totally change, but I knew what I wanted and I knew the techniques I wanted. So kind of creating that sort of. Idea in my head, like what does the practice look like?

What do I appreciate as a patient?

So what was my waiting room looking like? What was it, the check-in process like what was it like for patients to book appointments online? Like I wanted to think about all that sort of stuff ahead of

And then we had a few business classes in chiropractic school, so we worked on like our business cards and all that sort of stuff, which I had.

Jon Kec

So you had that good foundation, right? You, you knew, you knew who you were and who you wanted to be as a practitioner, so you could really kind of. Put that piece aside and then focus on the, the business aspect of things, which to my next question, I guess the harder parts, which I'm assuming was that right?

The LLC formation, finding the building, you know, easy, hard, I think, 'cause there's, you identified the space, but there was a lot of work there. So what were some of the, the bigger challenges or maybe some of the bigger hurdles you had to get through or get over?

Dr. Abigail Riutta

Yeah, coming outta school, I was very confident in who I was as a practitioner and who I was as a doctor. It was figuring out who I am as a business owner and how to do this. Luckily, like I said, my dad was a big mentor for me on the business aspect of things. So he was like, you need to get a good accountant and you need to get a good lawyer.

Like that was the investment I made into the practice, like the big money I spent. So I hired a lawyer who she was like, I work with a few different practitioners. I recommend A-P-L-L-C over an LLC, and like she took all care of that paperwork for me, which was fantastic. then got. the legal stuff for me because I had no idea, like I what I was doing there.

And then she recommended the accountant for me who then was like, you need to be an S corp and then you need to be protected here and here and here with your liability insurance and your malpractice insurance. So those were the two big like investments I made.

And then I was listening to different podcasts. This one, but they're like, you need to invest in a good business coach, like spend money to make money sort of thing.

So I opened my practice in May, and I wanna say in June, I ended up hiring a business coach and she is phenomenal. Phenomenal. Shout out Dr. Sarah from Caro Clarity. She owns Pinnacle Hill Chiropractic best investment I've made. She helped me so much, like I was already on a good trajectory and then she just leveled me up even more.

She was my mentor prior to being my business coach because she's a woman's health chiropractor.

I've picked her brain many, many times.

Jon Kec

Yeah, and I think that's a, that's a big thing, right? Is you, you have to invest in the places that make the most sense for you. And that may not be the same for everybody, but identifying those places for you and, and being willing to actually invest that money. 'cause that's also a, I think, an extremely scary part of this whole thing.

You start doing the bottom line dollars and cents, and it gets frightening really fast.

Dr. Abigail Riutta

I remember making that list prior to graduation because I was trying to figure out like, how much money do I need? How much do I need to start out? And all of my mentors were like, you do not need a lot. You need a table, a place to practice insurance, obviously, and you need some way to take notes, like start with the bare minimum and as you make money, that's how you invest back into the practice.

Jon Kec

You started growing. Now, what about kind of wearing both hats, right? You, the practitioner side, you said you, you knew who you were and who you wanted to be as a provider and a and a at a chiropractor. Did the business side of the house ever impact that or, or alter maybe that perspective of, I wanna do this as a doctor, but I, in order to be.

Sustainable, maybe early on and successful as a business. There might have to be some adjustments to that idea. Did you ever run up against anything like that?

Dr. Abigail Riutta

I will say the hardest part of owning your own practice though, is asking people for money. And I did not think that would be an issue. Like as a student, I was like, obviously I have to get paid for the service.

Then you start treating patients and I made the mistake of not doing a fee schedule right up front.

I'm sure we'll get into this later, but I did, um, just like a flat rate for the first patient appointment costs, this is how much a follow-up is. And then once I hit like six, seven months into practice, eight months into practice, I was like, oh no. Like I, I have to switch this structure.

Jon Kec

Let's pivot a little bit. You know, like you said, you, you made, you changed some things right? As you got into practice, six, seven months in, you realized that fee schedule idea is gonna probably work better for you and ultimately in the long run is more sustainable.

What other eye-opening experiences did you have early on that you. May have known were coming, became faster or just were not prepared for and had to adjust on the fly to.

Dr. Abigail Riutta

I switched my hours a lot because I wanted to work kind of like that, nine to five. And then I quickly realized as chiropractors we're treating people who work, and did my hours and I found six hours at a time. I can jam pack my schedule, seeing patients for six hours. And I'm good, then I can go do my clinical work.

So that's kind of how I divided my day now, Okay. Monday, Wednesdays, and Fridays I see patients eight to two, and then I stay and finish my business, work my notes, that sort of stuff.

Tuesdays and Thursdays, I work one to seven, and those have gone so fast. As soon as I started doing one to seven, I started booking up almost month, month and a half out because people were like, Ooh, I want that late night appointment.

I know those mornings, that's when I do my business paperwork too. That way I can be like, okay, this is my planning mode. I'm in doctor mode sort of, so that's how I've divided those two hats.

Jon Kec

Anything from a business perspective, it sounds like you had a pretty good foundation between the, the lawyer and the accountant, right? With the formation and the, the tax filing status and all those things. But were there any business ahas or gotchas that that kind of came up in these first eight months?

Dr. Abigail Riutta

Um, trying to figure out insurances in the aspect of that fee schedule.

I was planning on taking insurance and then I graduated from chiropractic school on March 30th. I applied for my license that same day. 'cause in New York State, you have to wait until that day and I'm sitting there twiddling my thumbs, waiting for the month, month and a half.

Waiting, waiting, waiting. Refreshing. New York State's page.

Waiting to get my license. Okay, now I can apply for my PLLC. Waiting, waiting, waiting, waiting for all those things. And I was like, you know what? I just wanna start seeing patients like legally I can start seeing patients. Let's do it. It'll be cash just to start out, because obviously I'm not credentialed with any insurances yet, and. I lucked out that I entered an area where they desperately needed a chiropractor. We had one other chiropractor in town. She was phenomenal and she had a three month waiting list for new patients. So that's how I knew coming in, like I would be okay opening up.

And then when I was shadowing her the winter before I graduated, she's like, Hey, just so you know, I'm leaving, so have fun. I was like, okay. Awesome. So there was patients in our town going. Six months without appointment. So when I opened my doors, like I was lucky that that first day I had four new patients. Like I had people waiting to come and see me, which, once again, I know that is not the common trend, so I am beyond grateful for that. yeah, so I hit the ground running and then. My practice grew really, really fast, I made the decision in hiring a business coach because I was like, I need to make sure that this is sustainable.

We hit a point where she was like, honestly, if you wanted to stay cash, like you could, this is a sustainable practice.

And I was like, okay. That's terrifying to me. And then. I was providing super bills to my patients and they were getting their money back and it seemed like they were happy and I was happy and I was like,

I guess this is what we're doing. then July hit, I could finally apply with Medicare and that has been a whole whirlwind of trying to figure out policies and procedures and creating manuals and

yeah, that, trying to out. On the fly, like this is what I thought we were doing, and now all of a sudden we're down this path and

Jon Kec

So I think that takes us back to the earlier question, right? And I, I, I think from a lot of what I'm hearing is not really, but correct me if I'm misunderstanding. You had this idea going in, right? This is the provider I want to be, and, and Cash was, was kind of a happy accident, I think early on, right?

It worked out really well. But as things have developed, be it business side or uh, uh. Practice side. Excuse me. Have you found one or the other? Really affecting, like if you put the business hat on and say, this is how I wanna run the business, but to be a successful doctor, I have to alter the business model or vice versa.

This is the type of provider I want to be, but business hat dictates I have to do things differently. If you come up against any challenges like that.

Dr. Abigail Riutta

I'm gonna say no. Like I try not to let them cross. Like from the business standpoint, like I wanna make money and I wanna run a sustainable practice and do that. This, that, the other. But as a practitioner, like my main priority is making sure that my patients are getting better. And I worked really hard to keep those two separate and not let them cross. But that's when the asking for money thing starts to become an issue. 'cause even when I do like a reevaluation, I hate being like, oh, that's gonna be an extra fee. Which hiring an office manager, and by hiring, I mean, having my mother do it because I'm like. Mom, you get to collect the money.

I'm going to be the doctor.

Jon Kec

I know in talking to a lot of other providers, I've heard that as well. Having that separation of treatment versus office stuff, right? Somebody else to handle the office stuff has always been extremely. Helpful, and I think it's both a perceptive thing, right? We as the doctor don't, don't want to have the financial conversations because we want to keep those things separate, but somebody has to have 'em.

So having that, that bulldog, which I'm assuming is probably how your mom is, which is awesome. That's, I remember office managers, I had the ones that were like, that were the best. They took all that off your plate. So glad you found somebody like that as well. That's perfect.

Dr. Abigail Riutta

She's incredible. Obviously I'm biased 'cause she's my mom, but

Jon Kec

But hey, whoever it is, and I, I think we're, I'm hearing a fairly common theme, I think from both of us through this support systems, right?

Having that right support system in place, your mom, your dad, the, the mentor doctor that all of a sudden was leaving practice right before you graduated, whoever it may be. Um, those people are huge. And, and your, your business coach all huge in our success along the way. So making sure we've got that support system in place, I think is, is big.

Kind of to what I was saying before, that fear and uncertainty coming out, those people help alleviate a lot of that, uh, at least on my end. Would you kind of say the same, having that felt like it almost took a weight off your shoulders?

Dr. Abigail Riutta

Yeah. definitely so much fear leading up to graduation. Even starting chiropractic school, I had so much then definitely heading into graduation and the day I opened, I remember being terrified, like you're all of a sudden you go from having students around you and mentors and clinicians, and then it's you by yourself, and you could be on this island of just. Terrified, like what am I doing who, like I have no one to ask. And then that's when it's important to have mentors, join your state association, all that sort of stuff. Because then you have people to ask. And anytime I've

case or I've needed that validation of this is how the patient presented, this is what I did, like, would you have done something differently?

And they're like, no, no, no. You did exactly what I would've done. And then that validation's nice as

Jon Kec

Yeah, absolutely. So what about that? You know, if you, if you are talking directly to somebody in school, first trimester, seventh, try, whatever it may be right now, today, you know, that fear, that uncertainty is, is there no matter how confident they may feel like they are. What would you want them to hear from somebody who's been through it, who's still going through the early stages of it, but you've gotten the doors open, you've had that success, what would you tell them?

Dr. Abigail Riutta

Do not let fear paralyze you. I think that was the biggest thing. Like I, fifth, sixth trimester, I was so scared, like I was like, I don't know what to do. Like I'm terrified. my dad was like, Abby, you can't let fear stop you from chasing your dreams. Like you need to take the leap, like you need to do it and you're gonna fail. Like. the truth. You're gonna fail in some way or another, and that's okay. But how do you handle that failure? Like you can't keep the fear of failure chasing your dreams sort of thing. So push ahead, even if you're scared, it's okay. Find good mentors. Find that good support system. Shadow as much as you can.

Learn what you like about practice, learn what you don't, what you wanna do, what you don't want to do.

Jon Kec

Well, what about looking back at student. Abigail Rita, your one at least as you remember it, your one biggest fear about starting your practice. What was it?

Dr. Abigail Riutta

That no one would come, that I would've spent all this time, money in school, stress, anxiety. I opened my doors and no one shows up. And I think that's very common for a lot of students is, I made this risk. I chose the risky route, and all of a sudden there's no one here, and then you have to close your doors.

That was definitely my biggest fear.

Jon Kec

So Dr. Abigail Riutta. What do you say to student, Abigail Riutta, about that fear?

Dr. Abigail Riutta

You're good girl. You work so hard. I've worked so, so hard and like I said, like I've had a lot of good support system. A lot of, I don't wanna say luck 'cause I've worked so hard, but a lot of good things lining up at the right time sort of, it's gonna work out. You can't let fear paralyze you.

Jon Kec

Yeah, and I think, you know, there is a luck aspect, but I think you make your own luck, right? The groundwork you put in makes that luck for you in a lot of instances. So,

Dr. Abigail Riutta

Someone told me Luck is when hard work meets opportunity.

Jon Kec

Yeah, absolutely. For sure. As we kind of wrap up anything we haven't covered that you know again, student Abigail Riutta should have heard from Dr. Abigail Riutta.

Dr. Abigail Riutta

Put yourself out there. It can be terrifying. Join as many associations, clubs, organizations as you can. The more you talk about the profession, the more you're comfortable talking about chiropractic care, who you are. The more confident you're gonna be in yourself once you get into practice. I remember starting chiropractic school, like I said, I really did not know how big this profession and learning how to talk about what chiropractic care is.

The importance of it has as a student, definitely has translated as a doctor where if people ask me questions about chiropractic care, I have no problem communicating that with you. Every

now and then you might get a question from way outta left field where I'm like. Gimme a second. I gotta think on that. But most of the time I'm confident in communicating what it is that we do and how I can help patients.

Jon Kec

Thank you very much for the time today. Congratulations on the start into practice and the upward trajectory you're on. I, I, I loved hearing about it, and again, thank you so much for sharing it with us.

Dr. Abigail Riutta

Thank you for having me.

Jon Kec

Thank you again, Dr. Riutta. As we wrap up today's conversation, I think one thing is clear. You don't have to have everything figured out to take that next step, but there's plenty of stuff that can get started today. Dr. Riutta's story is a reminder that confidence isn't something you graduate with. It's something that you build one decision, one adjustment, and one day at a time.

Every chiropractor you admired once stood exactly where you are now, uncertain but hopeful. If you're a student listening today, trust this. You are more prepared than you think, and you're not walking this path alone. Keep leaning into the process. Keep learning from those who've done it before you, and keep believing in why those chiropractors chose the profession in the first place.

We'll be here cheering you on every step of the way. If there's a fellow student or a colleague that you think may benefit from hearing this conversation, please share this episode with them and be sure to watch the video version as well on the NCMIC YouTube page. If you'd ever like to contact me or the show, always email us and either askncmic@ncmic.com or me directly at JKec@ncmic.com.

I'm Jon Kec and thanks again for listening to chiropractic.