

Compliance Risk is Revenue Risk

In today's complex healthcare environment, providers are expected to deliver quality care while also navigating a growing web of regulatory responsibilities. Unfortunately, too many chiropractic practices overlook one critical truth: **compliance risk is directly tied to revenue risk**. A minor oversight in your compliance program today could result in significant financial penalties tomorrow.

In the white paper "[*Compliance Risk is Revenue Risk – Here is How to Protect Both*](#)" by CJ Wolf, MD, CHC, CPC, CCEP, CIA, healthcare providers are given a practical roadmap for transforming compliance from a cost center into a strategic asset.

Manual Compliance is Costly and Inefficient

Many provider offices still manage their compliance programs using spreadsheets, emails, and file folders. While this may seem like a low-cost approach, the hidden costs of inefficiency quickly add up. Your team spends hours in meetings to review policies and procedures, audits are cumbersome and inconsistent, and staying up to date on regulatory changes is often a reactive process, rather than proactive, putting your practice at risk.

Auditing and Monitoring Protect Your Bottom Line

Chiropractic practices rely heavily on clean claims and accurate billing to maintain financial stability. However, regular internal auditing is often one of the first things to fall through the cracks. The result? Revenue leakage from billing errors and increased vulnerability to audits from insurers and federal payers.

The white paper highlights how automated compliance solutions can increase audit capacity without increasing staff, identify billing errors before they become liabilities, and improve readiness for government investigations. As the author notes, *"Proactive monitoring beats reactive crisis management—waiting for a government audit is not a strategy"*. (CJ Wolf, 2025)

Prevent Excluded Provider Risk with Screening Tools

CMS requires healthcare organizations to conduct monthly exclusion monitoring of all employees, contractors, vendors, and ordering and referring providers. Hiring an excluded provider can be a six-figure mistake. Organizations that employ or contract with excluded individuals and submit claims to federal programs for services rendered by them can face substantial CMPs, potentially exceeding \$130,000 per violation, according to Ntracts. (NTRACTS, n.d.) One Ohio nursing center paid \$243,000 in penalties for unknowingly employing an excluded nurse, (OIG, 2025) something that could have been prevented with monthly exclusion screening software.

Build a "Speak-Up" Culture Before It is Too Late

Many compliance failures result from silence—team members saw something wrong but did not feel safe speaking up. Encouraging early reporting requires more than an open-door policy. It means building a culture of compliance where everyone feels responsible for spotting and reporting concerns.

The white paper emphasizes the importance of anonymous reporting tools, incident tracking, and staff training. Even when a report turns out to be a false alarm, it fosters vigilance and accountability throughout the practice.

Your Compliance Program Can Deliver ROI

Yes, being compliant is an investment. However, it delivers measurable ROI. Provider offices can estimate savings by calculating the time spent on their compliance programs versus revenue lost by not treating patients. As Wolf concludes, *"Effective compliance is not just about avoiding fines."*

Investing in compliance protects your practice and your license. Do not wait for a crisis to upend your practice before taking the time to upgrade your systems. Take the time now to evaluate your risk areas, streamline your processes, and build a culture that protects both your patients and your practice. Our Gap Analysis can help you identify areas where you may be deficient and show you how ChiroArmor can help bridge the gap. [Click here to schedule your Gap Analysis.](#)

Dr. Ray Foxworth, DC, FICC, is the visionary behind ChiroHealthUSA, serving as its esteemed founder and CEO. With over 39 years of dedicated service in chiropractic care, Dr. Foxworth has navigated the complexities of billing, coding, documentation, and compliance firsthand. His rich experience includes roles as the former Staff Chiropractor at the G.V. Sonny Montgomery VA Medical Center and past chairman of the Chiropractic Summit and Mississippi Department of Health.

Dr. Foxworth is deeply committed to advancing the chiropractic profession, which is evident through his leadership roles. He is an at-large board member of the Chiropractic Future Strategic Plan and holds an executive board position with the Foundation for Chiropractic Progress.