



Advisors for Veterinary Clinic Success, LLC (888) 500-6711
Helping Veterinary Clinic Owners Reach Their Financial and Business Management Goals



**Take Action to
Achieve Success!**

**Meet the AVCSuccess
Consulting Team**



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Dear Friend,

Now that summer is almost over and the kids are returning to school, most pet owners get distracted with back-to-school shopping and other activities. As a result, the first few weeks of September tend to slow down, but it doesn't have to be that way if you begin planning your schedule now.

The change of seasons brings new opportunities to organize patient records, book Labor Day boardings and to schedule spay and neuter visits for new puppies and kittens.

So take advantage of the last few weeks of August and prepare your practice for a spectacular fall season.

Labor Day Boarding

There will be a decrease in boarding as the seasons change so start calling your "A clients" to book for Labor Day. Pet owners that leave for their annual Labor Day weekend getaway will take heart in knowing that their pet will be safe and well cared for if left at home.



Be sure to review all vaccination records in advance of Labor Day weekend and make sure the animals are current for Rabies, DHPP, and Bordetella prior to boarding.



Review and Update Client Records

Make sure each pet that comes in to the clinic has their file checked thoroughly for any past due services such as dental or blood work.

If the client did not bring their pet's medical/vaccine history with them during their first visit, contact the previous vet and have the records faxed over for every animal in the household.

Review the client record and make sure the following information is completed:

- Referred By
- Email Address - for communications only
- Previous Vet

It's also a good time to review the medical history of the pet taking note of the following :

- Vaccine history
- History of HW testing,
- FeLV/FIV/FIP testing (as apply to species)
- Spay / Neuter history

Strive to maintain accurate records and do not put the pet's file away until all notes are entered and reflected in practice management software.

Schedule Spays and Neuters

Make plans for new puppies and kittens to come in for spay and neuter appointments during the month of September because it is going to get slower.



Remind pet owners that through spaying and neutering, they can help their pet live a happier, healthier, and longer life.

Also, be sure pet owners understand that this is a routine surgery and very safe when performed in your clinic.

Set Up Reminders

Check all reminders every time you open a patient's record. This should include when the client calls the office or comes in, even to buy medications or food.

When the animal comes in for a visit with the doctor, make sure the reminders are cleaned up before preparing the invoice so it accurately reflects the vaccine, due dates, etc.

- If the reminder is coming due, recommend to the client that the animal could receive the suggested items during that visit to save a trip and an extra exam charge.
- If the reminder is currently due or is overdue and the animal is healthy, inform the client that the pet needs its vaccines, etc, and you will have the doctor take care of that for them during their visit.

The AVCSuccess Consulting Team can help you reach your professional, financial and business management goals.



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Contact me at DrC@AVCSuccess.com to
learn how your practice can become a
success story!



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