



Advisors for Veterinary Clinic Success

August 2017

Greetings!

As summer comes to an end, 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. Keep reading for 3 quick tips to take advantage of the last few weeks of August and prepare your practice for a spectacular fall season.

Be sure to register below for the upcoming September webinar on the topic, "Productivity Benchmarks - How Do Your Medical Protocols Compare?"

1. 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.

2. Labor Day Boarding



You may experience 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.

3. 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 tends 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.



Read what one veterinarian has to say about AVCSuccess

“ After listening to several of the webinars offered through our DVMAX program presented by AVCSuccess, I decided to have them give us an exploratory analysis. I have always been slightly suspect of consultants in the past. My first interview with Scott and Kim was very positive and detailed and they were very clear in their approach to practice management. I decided then to have them review our practice from top to bottom and have been very impressed and more than satisfied with the effort. Having a team of consultants to look at your

practice with an objective eye, and a clear approach has been incredibly helpful to us. Thank you for being the helpful team that you are and I look forward to another year of growth and success with your help.

September Webinar

"Productivity Enhancements - How Do Your Medical Protocols Compare?"

Productivity is the measurement of medical protocol performance. To understand how your medical protocols compare, there are a number of correlation metrics to assess the Consistency, Compliance and Comparability of medicine performed. Understand how to determine the "3 C's" for your practice by attending this informative webinar.

DVMAX Users - Tues Sept 12, 2017 - [Register here!](#)

AVImark Users - Wed Sept 13, 2017 - [Register here!](#)

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The AVCSuccess consulting process is a curriculum based program designed to fit the dynamics and philosophies of the practice. It is worked on a step-by-step basis to keep the doctor and staff from feeling overwhelmed, but will also serve to provide immediate results, both in the value of medicine provided and the overall growth of the practice.

Call us today at (214) 250-6605 or schedule a free 20 minute coaching session with AVCSuccess Consultant Kim Fish www.calendly.com/kimfish.