



✓ Timely, reliable service to your clients

✓ Increase profits for your business

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A series of white-outlined squares of various sizes are arranged in a pattern on the left side of the slide. There are two columns of squares. The top row has six squares. The second row has two squares. The third row has one square. The fourth row has one square. The fifth row has one square. The sixth row has one square. The seventh row has one square. The eighth row has one square. The ninth row has one square. The tenth row has one square. The squares are arranged in a way that they appear to be part of a larger, partially visible graphic or chart.

Service Goals

- To increase bottom-line profitability in your practice
- Offer clients and their pets additional in-house services at your familiar practice
- Successful, positive outcome solutions to surgical cases presented in your practice

A decorative graphic on the left side of the slide consists of a vertical column of seven squares. The top row contains six squares of varying sizes and positions, with the middle one being the smallest. The remaining five squares are aligned vertically on the left side of the slide.

Services Provided

- Highly-desirable surgical services
 - Select orthopedic and soft tissue cases
 - Positive, high success outcome
 - Additional alternative to referral
- Surgical services only
 - So your practice profits from additional peri-operative requirements
 - Anesthesia
 - Boarding
 - Pharmaceuticals

Profitability Analysis

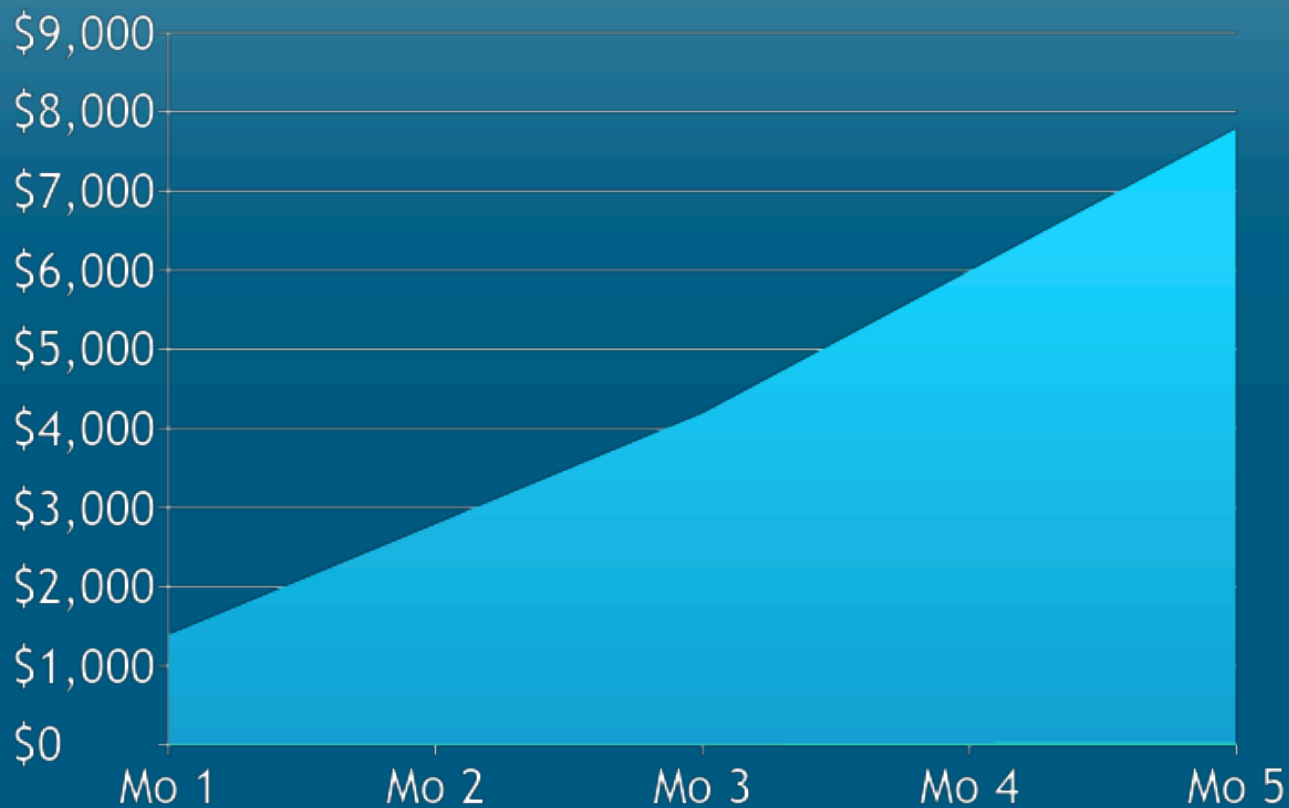
<u>Procedure</u>	<u>Cost of Procedure</u>	<u>You Earn</u>
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TPLO cruciate repair	\$2600	\$1200
Congenital Patellar Luxation	\$1200	\$600
Femoral Head And Neck Ostectomy	\$1300	\$650

Sample Month

<u>Procedure</u>	<u>#</u>	<u>Gross Profit</u>
Extracapsular cruciate repair	2-3	\$2400-3600
Congenital Patellar Luxation	2-3	\$1200-1800
Femoral Head and Neck Ostectomy	1-2	\$650-1300
Total	5-8	\$4250-6700

Profitability Over Time - TPLO Cruciate Repair



Profitability Analysis - TPLO cruciate repair

Procedure	Extracapsular Cruciate Repair
Surgical Fee	\$1450
Radiographs	\$350
Anesthesia	\$400
Peri-operative pharmaceuticals	\$400
Total	\$2600
Surgery Fee	\$1450
Other	\$1150
10 cases @ \$1150	\$11500
20 cases @ \$1150	\$23000

A series of white-outlined squares of various sizes are arranged in a grid-like pattern on the left side of the slide. There are 12 squares in total, arranged in 6 rows and 2 columns, with some squares missing or smaller than others.

Summary

- Opportunity to provide additional, highly desirable in-house services for your clients
- Opportunity to add significant bottom-line profitability
 - No additional expenses or personnel required
- Opportunity to retain case continuity
- Opportunity to obtain specialty surgeon necessary to offer select surgical procedures at your own practice