



# ABAXIS

*GLOBAL DIAGNOSTICS*

## Practitioner's Approach to Wellness Testing

Paul H. Jaffe, DVM



## Why Wellness Test? -- Medical Necessity

- 28% of all wellness tested patients demonstrate at least one abnormal blood value that requires either a recheck visit, further diagnostics or immediate treatment.
- At least 10% of all wellness tested patients are diagnosed with sub-clinical disease.

# Screen pets every year

If you only order blood work when you suspect a pet is ill, you're missing out. An annual screening program can uncover disease in apparently healthy pets, boosting your level of medical care—and your revenue.

By Jim Irwin, DVM

Can you diagnose a gastrointestinal disorder just by looking at Scruffy? Not likely. Now think about how many of your patients suffer from such medical problems as hypothyroidism that a routine exam won't uncover. In my practice, more than 10 percent of patients who look healthy return abnormal test results. That's why an annual health screen is such an invaluable tool. If you don't regularly screen pets because you think clients won't pay for this care—or because you don't think pets need it—you're wrong. And you're probably missing

disorders that negatively affect your patients' health.

I've known for some time that an-

### The bottom line

When Dr. Jim Irwin embarked on an 18-month study of wellness testing at his practice, he found that testing identified some form of disease in more than 10 percent of patients—and contributed almost \$10,000 a month to the practice's gross income. To make screening work for you, decide what values to test, then train team members to promote annual testing.

Veterinary Economics  
42[4]:36-40 Apr '01

## Figure 1

### Gross income generated

The annual health screening program generated the following gross income for the practice during an 18-month period:

	<b>Total</b>	<b>Monthly</b>
Income generated by screening tests . . . . .	\$66,258 . . . . .	\$3,681
Charges for additional diagnostic testing . . . . .	\$35,694 . . . . .	\$1,983
Charges for treatment procedures . . . . .	\$77,058 . . . . .	\$4,281
<b>Total income . . . . .</b>	<b>\$179,010 . . . . .</b>	<b>\$9,945</b>



## Goal of Wellness Testing?

- Identify subclinical disease prior to the onset of clinical signs
- Early diagnosis results in:
  - Improved treatment outcome
  - Lower cost of treatment
  - Improved prognosis
  - Improved length of life
  - Improved quality of life
  - Enhancement of the human-animal bond



## Benefits of Wellness Testing

- **Patient**
  - **Confirmation of Health**
    - Blood testing adds quantitative data to the qualitative information provided by the history and physical examination
  - **Increased life expectancy and quality of life**
  - **Increased safety for medication use**
  - **Increased anesthetic safety**
- **Client**
  - **Piece of mind regarding pet health**
  - **Reduced cost of treatment when illness diagnosed**
  - **Improved human-animal bond**
- **Practice**
  - **Quality of medicine**
  - **Shift from dependence on vaccine/OTC revenue to diagnostics/treatments**
  - **Improved job satisfaction**
  - **Increased referrals**
  - **Increased Profitability**





## New Challenges – Hospital Revenue is Going Other Places:

1. Decreased Veterinary Utilization
2. Fipronil  
Now Off Patent – Generic
3. Target and Wal-Mart Pharmacies  
Aggressively Seeking Veterinary Revenue



*news* | take notice

---

House bill requiring  
mandatory veterinary  
prescriptions garners  
AVMA opposition

---

Journal of the AVMA, June 1, 2011

## Target and Wal-Mart

### Leading The Charge

- **Bill in US Congress requiring prescriptions be handed to any pet owner where a medication has been prescribed by the veterinarian**
- **Designed to allow (and even encourage) the pet owner to price shop the medication at a larger pharmacy**
- **Also requires a written disclosure for the client explaining that they may fill their prescriptions at the clinic or at an offsite pharmacy**

**What will this potentially do to the profitability and revenue stream at the clinic level?**

The AVMA has come out against a federal proposal mandating that veterinarians provide clients with written prescriptions regardless of whether they dispense those medications.

Utah Rep. Jim Matheson introduced the Fairness to Pet Owners Act of 2011 (H.R. 1406) this April to purportedly save consumers money by increasing their options over where they purchase drugs for their companion animals.

"This bill simply gives pet owners the same right to shop around for the best prices on the medications they buy for their pets as they have for products they buy for themselves," Matheson explained.



## Fipronil Off Patent



**Lower generic fipronil prices move consumers to generic brands even if the practice carries other products**





## Challenges to The Veterinary Practice

**Decreasing Veterinary  
Utilization**

— **javma** **News**

**Revenue growth can't  
hide 'alarming' decline  
in client visits**



## The Bayer Veterinary Care Usage Study

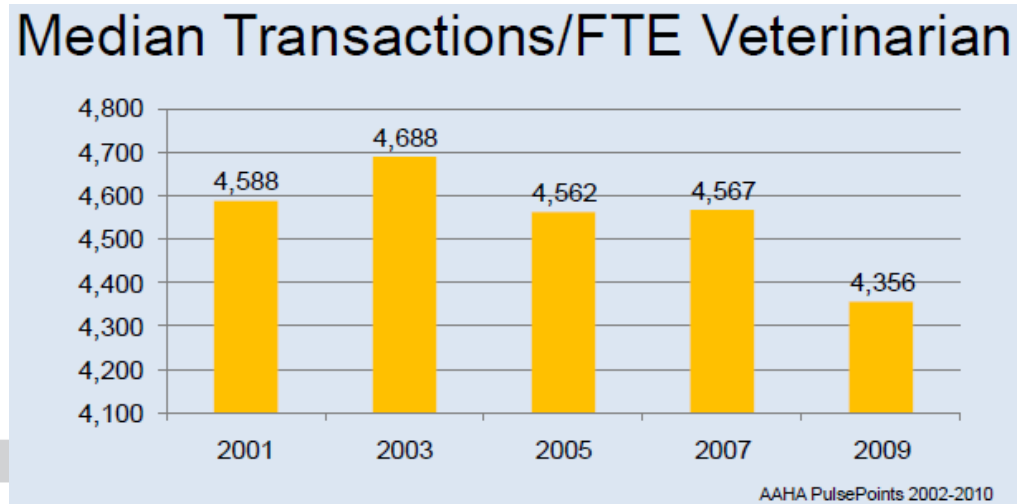
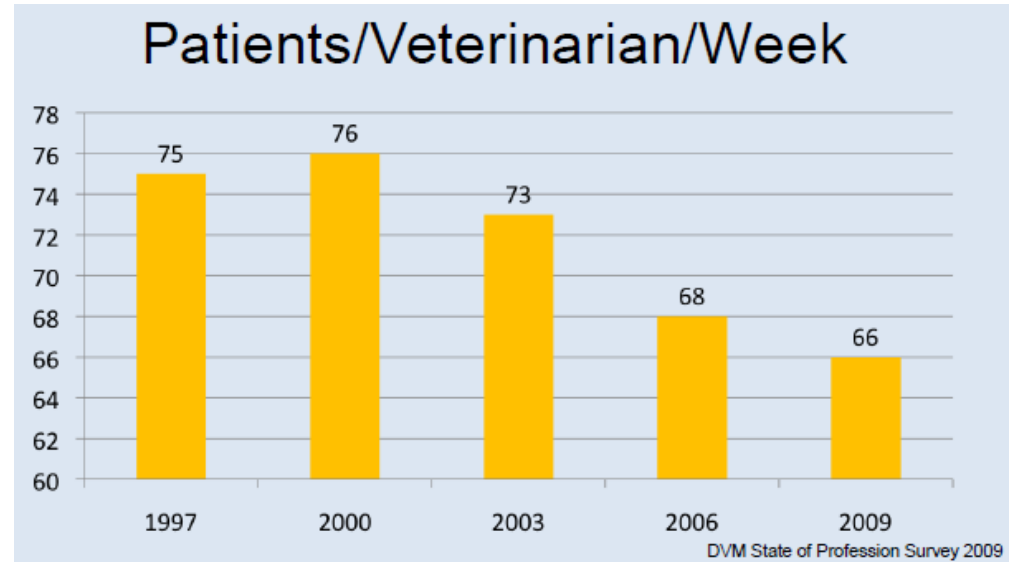


- **Bayer Healthcare LLC in cooperation with Brakke Consulting, NCVEI, Ipsos-Forward Research as well as university consultants from Southern Methodist University, Texas Christian University and Kansas State University**



## Weekly Transactions Are Down

Trend Started  
Pre-recession



## THE GOOD NEWS

### Pet Owners Would Take Their Pets to the Vet More Often ...

Percentage of pet owners who agreed completely or somewhat:

	DOG	CAT
If I knew I could prevent problems and expensive treatment later	59%	56%
If I was convinced it would help my pet live longer	59	53
Each visit was less expensive	47	54
I really believed my pet needed exams more often	44	49
If it wasn't so stressful for me and my pet	22	28
My pet didn't dislike it so much	19	26
The clinic was more conveniently located	17	17
The visits did not take so long	15	17
The clinic was a more pleasant place	13	15
The receptionist at the veterinary clinic was friendlier	12	10
The veterinarian was nicer	11	11

## Strategies to Make an Immediate Difference

1. Remove the Vaccine Roadblock
2. Address Price Sensitivity
3. Remove the Need for Unnecessary Repeat Visits to Address Feline (and overall client) Resistance to Visiting the Office



## Remove the Vaccine Roadblock Veterinary Visit = Vaccine

The Client is asking for more - almost 60% would come more often if it would prevent illness.

- We must change the expectation from the veterinary visit away from the vaccine and move it toward:
  - Overall Preventive Medicine
    - Education
    - Diagnostics
    - Quality of Life
      - Length of Life



## YOUR KEY MESSAGE TO THE PET OWNER

**Almost 60% would come more often if it would prevent illness.**

### Wellness Testing

- Normal results provide value and a healthy report card
- Detects sub-clinical disease often not found on a physical examination
- Often finds disease at an earlier stage where treatment will be less expensive
- By finding disease earlier:
  - Life is extended
  - Quality of life is improved



## Current Blood Testing

### Current Blood Testing

Wellness Patients (per month)				50
Anesthetic Patients (per month)				4
	<b>Current Pricing</b>	<b>Current Compliance</b>		<b>Current # Tests</b>
Wellness Testing Compliance	\$ 77.00	10%		10
Pre-anesthetic Testing Compliance	\$ -	0%		0
T4 Wellness Testing Compliance	\$ -	0%		0
Coagulation Testing Compliance	\$ 16.95	0%		0
Monthly Revenue Generated - Wellness			\$	385.00
Monthly Revenue Generated - Pre-anesthetic			\$	-
Monthly Revenue Generated - T4			\$	-
Monthly Revenue Generated - Coagulation				\$0.00
<b>Current Total Monthly Practice Revenue</b>			<b>\$</b>	<b>385.00</b>





## Forecasted Wellness Testing Opportunity

### Forecasted Blood Testing Opportunity

Our experience indicates that your practice should experience at least a 25% increase in testing of wellness and pre-anesthetic patients. We also typically see at least a 40% compliance in coagulation testing with proper pricing. With those assumptions, we anticipate the following:

	Suggested Pricing	Forecasted Compliance	Forecasted # Tests
Wellness Tests (per month)	\$ 65.00	46%	25
Pre-anesthetics Tests (per month)	\$ 65.00	20%	1
T4 Wellness Tests (per month)	\$ 30.00	50%	5
Coagulation Tests (per month)	\$ 30.00	40%	2
Monthly Revenue Generated - Wellness/Pre-op			\$ 1,625.00
Monthly Revenue Generated - Pre-anesthetic			\$ 52.00
Monthly Revenue Generated - T4			\$ 162.00
Monthly Revenue Generated - Coagulation			\$ 48.00
<b>Forecasted Total Monthly Practice Revenue</b>			<b>\$ 1,887.00</b>
Monthly Profit			\$ 1,264.44
<b>Forecasted Total Annual Profit</b>			<b>\$ 15,173.28</b>
Increased Monthly Profit Over Current Blood Testing			\$ 693.94
<b>Total Annual Profit Over Current Blood Testing</b>			<b>\$ 8,327.28</b>

### Time Value Savings With Point-of-Care Wellness Programs

Calculated DVM value per minute	\$ 3.33
Doctor's unbillable time per client call back (based on 10 minutes)	\$ 33.33
Number of send out chemistry from Program Evaluation	5
<b>Doctors unbillable time based on # of send out chem panels (annual)</b>	<b>\$ 2,000.00</b>



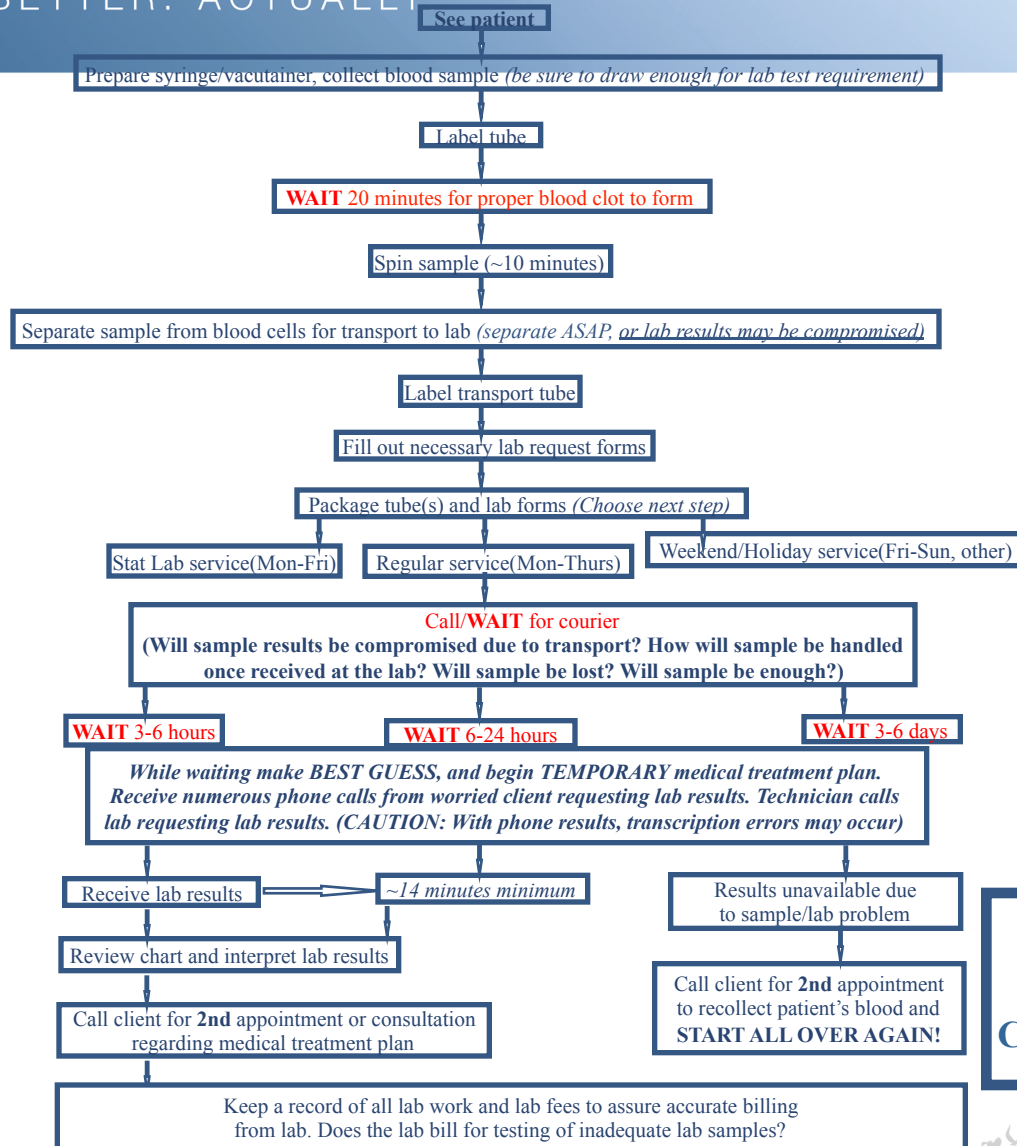
## Point of Care Analysis – Why Do This In-House?

By obtaining immediate chemistry and hematology results, you will:

1. Provide a higher level of patient care
2. Improve Customer Service – Vital in today's economy
3. Strengthen client communication and education
4. Boost client compliance
5. Expand specialty testing capabilities
6. Increase tests/visit
7. Grow practice revenue



# Is the Commercial Lab Really Easier to Use?



**16 steps plus 3 hours  
to 4 days later =  
Call client back with results**



## How frustrating is phone tag? What does it cost you to play phone tag after sending out blood tests?

Physical Examination/Office call fee		\$30.00
Length of routine appointment (minutes)		20.00
Appointments per hour		3.00
Calculated doctor hourly medical fee	3.5XMedical	\$90.00
Calculated doctor hourly surgical fee		\$315.00
Hours per day medical		7.00
Hours per day in surgery		2.00
Average doctor hourly fee		\$140.00
Doctor time per minute		\$2.33



## Abaxis Practice Growth Partnership Program

- Team Training Outline
- Tiered Pricing Examples
- Personalized documents for clinic use
  1. Wellness Checklist
  2. Wellness Questionnaire
  3. Physical Exam Form
  4. Bill of Health



PRACTICE GROWTH PARTNERSHIP PROGRAM



# Understand The Tiered Pricing

Panels By Rotor		
Prep		
	Wellness	\$ 31.50
	Wellness + CBC	\$ 52.50
	Pre-anesthetic + CBC	\$ 52.50
	Mini Diagnostic + CBC	\$ 76.00
	Recheck Mini	\$ 30.00
	Recheck Mini + CBC	\$ 43.00
CDP		
	Wellness + CBC	\$ 87.50
	Pre-anesthetic + CBC	\$ 87.50
	Diagnostic + CBC	\$ 110.00
	Diagnostic Plus + CBC	\$ 130.00
	Recheck	\$ 63.00
	Recheck + CBC	\$ 73.00
Critical Care		
	Add on to CDP for CI-	
	Critical Care Monitoring	\$ 34.00
	Monitoring or recheck + CBC	\$ 47.00
MLP		
	Add on test	\$ 36.00
	Monitoring with CBC	\$ 59.00
	Paired Bile Acid	\$ 63.00

11. Age is irrelevant to some veterinarians in regards to pre-anesthetic testing.

**Example:** Let's say you choose the following protocol for your practice:

Age (from chart)	Wellness Panel	Pre-anesthetic Panel
0-34	Prep II + CBC	CDP + CBC
35-48	CDP + CBC	CDP + CBC
> 48	CDP + CBC + T <sub>4</sub>	CDP + CBC

A suggested pricing schedule would incorporate a significant discount for wellness and pre-anesthetic testing to encourage compliance, especially early in the program. Additional diagnostics, treatments, medications and rechecks will more than make-up for the discount. From this point, you might consider yearly, reasonable price increases once compliance reaches your target goal.

Therefore, **depending on your economic area and your current pricing structure**, a pricing schedule might look something like this:

	Wellness	Pre-anesthetic	Recheck	Ill patient
Prep II	\$30.00	N/A	\$25.00	N/A
Prep II + CBC	\$42.00	N/A	\$32.00	\$48.00 or more*
CDP	\$45.00	\$65.00	\$35.00	\$53.00 or more*
CDP + CBC	\$65.00	\$45.00	\$45.00	\$85.00 or more*
CDP + CBC + T <sub>4</sub>	\$65.00	N/A	N/A	\$105.00 or more*

- Wellness rechecks are discounted.
- Rechecks are discounted from an ill patient exam for increased compliance and less interpretive time in most cases.
- Ill patient pricing includes additional time for interpretation, client consultation and possible manual blood smears.
- Pre-anesthetic pricing matches wellness, and allows REQUIRED BLOOD WORK in most cases.
- T<sub>4</sub> pricing is based on \$20.00 for wellness screening. If utilized as part of an ill patient diagnostic screening, a higher fee should be charged.

\*Please consult with your Abaxis Regional Account Manager regarding common pricing in your area.

**More Pricing Examples:**

Panels By Rotor		
Prep		
	Wellness	\$ 31.50
	Wellness + CBC	\$ 52.50
	Pre-anesthetic + CBC	\$ 52.50
	Mini Diagnostic + CBC	\$ 76.00
	Recheck Mini	\$ 30.00
	Recheck Mini + CBC	\$ 43.00
CDP		
	Wellness + CBC	\$ 87.50
	Pre-anesthetic + CBC	\$ 87.50
	Diagnostic + CBC	\$ 110.00
	Diagnostic Plus + CBC	\$ 130.00
	Recheck	\$ 63.00
	Recheck + CBC	\$ 73.00
Critical Care		
	Add on to CDP for CI-	
	Critical Care Monitoring	\$ 34.00
	Monitoring or recheck + CBC	\$ 47.00
MLP		
	Add on test	\$ 36.00
	Monitoring with CBC	\$ 59.00
	Paired Bile Acid	\$ 63.00

Panel Name	Rotor	CBC	Price
Wellness	Prep	NO	\$ 31.50
Wellness	Prep	YES	\$ 52.50
Wellness	CDP	YES	\$ 87.50
Pre-anesthetic	Prep	YES	\$ 52.50
Pre-anesthetic	CC	YES	\$ 57.50
Pre-anesthetic	CDP	YES	\$ 87.50
Mini Diagnostic	Prep	YES	\$ 76.00
Diagnostic	CDP	YES	\$ 110.00
Diagnostic Plus	CDP + CC	YES	\$ 130.00
Recheck Mini	Prep	NO	\$ 32.00
Recheck Mini + CBC	Prep	YES	\$ 43.00
Recheck Diagnostic	CDP	NO	\$ 63.00
Recheck Diagnostic + CBC	CDP	YES	\$ 73.00
Critical Care	CC	NO	\$ 34.00
Critical Care + CBC	CC	YES	\$ 47.00
MLP	MLP	NO	\$ 36.00
MLP + CBC	MLP	YES	\$ 59.00
Paired Bile Acids	MLP	NO	\$ 63.00
T <sub>4</sub> Wellness/Recheck	T <sub>4</sub>	NO	\$ 27.00
T <sub>4</sub> Diagnostic	T <sub>4</sub>	NO	\$ 42.00
CBC Diagnostic	-----	YES	\$ 42.00
CBC Recheck	-----	YES	\$ 20.00



## Tiered Pricing Example

	Ill Patient	Wellness/Pre-anesthetic	Recheck
Comprehensive Diagnostic Rotor	\$60	\$50	\$40
Include a CBC	\$70	\$60	\$50

### Benefits:

- Increase compliance
- Improve perception of value
- Boost revenue on full panel results
  - Additional testing
  - Additional treatments and medication



## Prepare For The Customer Appointment





## Staff Training

Regular staff meetings to discuss wellness testing are important to a thriving program. Possible topics for regular meetings would be (see training manual):

- Case discussions of sub-clinical cases
- New ideas to increase compliance
- Learning blood smear creation and interpretation
- Expanding the program to include other testing – radiology, ultrasound and urinalysis

Once the staff is trained, we can now utilize the client education literature we have created to recommend the wellness testing. We must also train the staff as to the meaning of this literature and how to present it in a flow that complements the practice, not inhibit it.



## REMINDER CARD

### Expectation of Testing Prior to the Visit

By sending a reminder card that includes wellness testing, your client will know what to expect when they come in. As well as ensuring they have the appointment in their busy schedule.

Vet. Care Center of Chesterfield Valley  
16830 Chesterfield Airport  
Chesterfield, MO 63005

Dear Irish,

Next month you are due for the treatments or products listed below. Please have your owner call our office at 636-537-9960 to schedule an appointment. Remember that a yearly physical examination is just as important as vaccinations.

Visit our web site at [www.veterinarycarecenter.net](http://www.veterinarycarecenter.net).

06-06-06	DHLP-PVC Annual
04-11-04	Heartgard Plus Blue 6 Pack
06-06-06	Wellness Examination
07-01-05	Heartworm Test - Antigen
06-06-06	Bordetella-Kennel Cough
06-06-06	Wellness Blood Testing



## PREPARATION FOR THE VISIT & PHONE COMMUNICATION

When the client sets the appointment, the receptionist should:

1. Remind the owner to withhold food the morning of the appointment in case blood testing should be needed.

**PRACTICE TIP:**

Place post-it notes on the workstation screens wherever appointments are made. The notes should remind the staff to tell the client to withhold food for the meal prior to the appointment in case blood work needs to be performed. This is routinely asked of patients by human MDs and clients will understand and usually follow the request.

2. Prepare a document similar to the Pet Owners Checklist.
3. The receptionist should perform a brief description of the reason for the visit, including wellness testing.

**Patient files and computer records are accessed to prepare the Complete Wellness Checklist prior to the patients arrival**



## DISCUSS AND STRONGLY EMPHASIZE TOPICS ON THE PET OWNERS CHECKLIST

The pet owners checklist provides the client with a summary of what their visit to the Veterinarian will consist of and the date those visits are scheduled. Great for ensuing follow up with your clients and expanding customer service by sending reminder cards.

Important Note:

How you say something is often more important than what you say. Which of the following statements is more likely to make a person either say yes or at least stimulate discussion?

“We recommend wellness testing.”

“Your pet is due to receive wellness testing.”

Always use positive, directed statements.




Insert your logo, veterinarian's group and contact information


Pet Name: \_\_\_\_\_  
 Owner Name: \_\_\_\_\_  
 Patient ID: \_\_\_\_\_  
 Date: \_\_\_\_\_

**Canine Pet Owner's Checklist - Complete Wellness Care**

Date Due	Recommended Treatment
///	<p><b>Physical Examination</b> Every 6 months. Pets age at a faster rate (5-10 years for every human year) so an exam every 6 months would equal 2 1/2 - 5 years for your dog. The physical exam can detect many disease states in early stages making treatment more likely to be effective and less expensive.</p>
///	<p><b>Rabies Vaccine</b> Required every +3 years. Rabies vaccination is required by law. Vaccination is the best prevention for this untreatable disease which is also a risk to your family.</p>
///	<p><b>DHPP Vaccine</b> Every 3 years. Distemper causes fatal pneumonia and brain disease. Hepatitis virus causes fatal liver disease. Parainfluenza is a flu-like virus. Parvovirus causes a potentially fatal gastrointestinal disease.</p>
///	<p><b>Bordetella Vaccine</b> Yearly. A bacterial infection of the upper respiratory system that can lead to chronic bronchitis or pneumonia. All dogs using a kennel, groomer or that may require hospitalization are required to have this vaccine.</p>
///	<p><b>Lyme Disease</b> Yearly. Lyme Disease, transmitted through ticks is a potentially fatal infection that also causes a lifelong arthritis and/or heart disease. Pets with this disease can be a risk to humans when a tick moves from pet to human. This vaccine can also protect your family by killing the Lyme Disease bacteria in a tick that attaches to your pet.</p>
///	<p><b>Heartworm Test</b> Yearly. A large percentage of dogs not on preventative medication are infected with heartworms — a fatal disease of the heart and lungs. This disease is also carried by wild dogs, fox, coyotes and wolves. Preventive medications are very effective when used as instructed. Early detection is key to successful treatment.</p>
///	<p><b>Fecal Parasite Exam</b> Every 6 months. Fecal analysis checks for the presence of intestinal worms and other parasites. Some of these worms can be a risk to your family if not treated and can also cause gastrointestinal disease in your pet.</p>
///	<p><b>Wellness Blood Testing</b> Every 6-12 months. Yearly blood testing will help identify underlying problems with your pet's internal organ function that is not readily apparent on a physical examination. The screen evaluates liver function, kidney function, checks blood sugar and protein levels. Additionally, a complete blood count is also performed to evaluate for anemia, infection and other disease states. The level of testing will depend on your pet's age and physical condition.</p>
///	<p><b>Heartworm Prevention</b> Monthly. Heartworm infection leads to fatal heart and lung disease. Infection occurs by a mosquito bite and prevention is vital whenever mosquitoes live. Infected dogs often appear to have asthma and rarely sudden death is the only symptom.</p>
///	<p><b>Flea Prevention</b> Monthly. Fleas can be active when the temperature reaches 45 degrees. Fleas cause allergic dermatitis leading to skin infections. They also carry several blood parasites that can seriously affect your pet. Prevention is far easier and more cost effective than treatment.</p>
///	<p><b>Microchip ID</b> A safe and permanent identification for your pet. ID# _____</p>
///	<p><b>Dentistry</b> Every 6-12 months. Pets with yellowish brown tartar accumulation on the teeth should have their teeth cleaned (just as humans do) to prevent gum disease, tooth loss and bad breath. As dental disease progresses, bacteria enters the blood through inflamed gums leading to heart and kidney failure. Hard food and treats do not prevent tartar accumulation.</p>
///	<p><b>Advanced Testing</b> As needed. Your veterinarian may suggest more advanced testing if you have a senior pet. These tests are also suggested for certain breeds of higher risk categories. These tests may include radiographs (X-rays), urinalysis or electrocardiogram. Thyroid testing is strongly encouraged in all dogs more than 7 years old.</p>



point-of-care blood laboratory systems, anytime, anywhere.  
888-9404 Rev. B



©Abaxis

VetScan<sup>®</sup> point-of-care blood laboratory systems, anytime, anywhere.

888-9404 Rev. B

©Abaxis

Everyone is interested in the “human age” of their pet. This chart provides in detail, their pet’s age and suggestions for their pet’s annual check –up testing. Testing suggestions may vary depending on breed and size of animal.

Always discuss physiologic age!

Insert your logo, veterinarian's group and contact information

Pet Name: \_\_\_\_\_  
 Owner Name: \_\_\_\_\_  
 Patient ID: \_\_\_\_\_  
 Date: \_\_\_\_\_

### Pet Age Chart and Testing Recommendations

Age	0-20 lbs	21-50 lbs	51-90 lbs	>90 lbs
8 months	13-16	13-16	13-16	13-16
2	24	24	24	24
3	28	28	29	32
4	32	33	34	38
5	36	37	39	42
6	40	42	45	49
7	44	47	50	56
8	48	51	55	64
9	52	56	61	71
10	56	60	66	78
11	60	65	72	86
12	64	69	77	93
13	68	74	82	101
14	72	78	88	108
15	76	83	93	115
16	80	87	99	123
17	84	92	104	
18	88	96	109	
19	92	101	115	
20	96	105	120	

\*Testing recommendations are made based on your pet's breed, age and/or history. These may include:

- Level 1\***
- Chemistry Panel
- Complete Blood Count
- Level 2\***
- Chemistry Panel
- Complete Blood Count
- Urinalysis
- Level 3\***
- Chemistry Panel
- Complete Blood Count
- Urinalysis
- Thyroid Testing
- Blood Pressure
- Electrocardiogram

Wellness Testing Recommendation (non-surgical)

Other recommended testing:

---



## WELLNESS QUESTIONNAIRE

Insert your logo, veterinarian's group and contact information

Pet Name: \_\_\_\_\_  
 Owner Name: \_\_\_\_\_  
 Patient ID: \_\_\_\_\_  
 Date: \_\_\_\_\_

### Wellness Examination Questionnaire

1. Your pet's current weight is \_\_\_\_\_ lbs. This is a change of \_\_\_\_\_ lbs. from last year.
2. What diet are you feeding? \_\_\_\_\_  
 a. How much are you feeding? \_\_\_\_\_  
 b. How many times daily do you feed your pet? \_\_\_\_\_
3. How often does your pet: \_\_\_\_\_  
 a. Visit the groomer? \_\_\_\_\_  
 b. Use a boarding kennel? \_\_\_\_\_  
 c. Go to day care? \_\_\_\_\_
4. What percentage of the time does your pet spend outdoors? \_\_\_\_\_
5. When was the last time you gave your pet: \_\_\_\_\_  
 a. Heartworm prevention? \_\_\_\_\_  
 b. Flea prevention? \_\_\_\_\_
6. Is there any odor to the breath? Y      N
7. Have you noticed any limping? Y      N
8. Has there been any change in frequency or amount of urination? Y      N
9. Has your pet had any accidents in the house? Y      N
10. Has there been an increase in water consumption? Y      N
11. Has there been a change in sleep patterns? Y      N
12. Has there been a change in appetite? Y      N  
 a. If yes, Increased      Decreased
13. Have you noticed any: \_\_\_\_\_  
 a. itching/scratching      licking of the feet      skin growths  
 b. scratching at the ears      smell from the ears      discharge from the eyes or nose  
 c. sneezing      coughing      nose
14. Does he/she have any trouble: getting up      climbing stairs      jumping/turning
15. Has there been any recent: vomiting      diarrhea      scooting  
 a. If yes, how long ago and how often \_\_\_\_\_
16. Is there anything else that the doctor should know about? \_\_\_\_\_



Give form to all clients at check-in to get a snapshot of their animals health and to cover any information the owner may not think of when in the examination room.



### TECHNICIAN EXAMINATION/Discussion/Education

Upon review of all needed services in the exam room, the Technician informs the client as to which wellness panel the patient is due to receive.

If wellness testing is declined, the technician will educate the client as to why the blood tests are a necessary component of the patients health care, and an educational handout is provided.



“It is important that we perform blood testing on your pet every year. We watch for changes in organ systems such as the kidney and liver. We also monitor important blood cell levels, among many other things. Should we find abnormalities, we can often treat the illness with better results and often at a lower cost. If everything is normal, you will have piece of mind that all is well, and we will have normal baseline values to monitor your pets’ health in the future.”



## PROVIDE EDUCATIONAL MATERIALS Especially if Tests are declined

### The benefits of wellness testing

- 1. Establish healthy baseline values**
  - Many patients show subtle changes in their blood values over time. These changes cannot be identified without knowing the normal level for that individual patient.
  - It is especially important to obtain these values when the patient is young, prior to any illness or age related changes.
- 2. Identify unseen disease at an early stage**
  - Disease identified before clinical signs are evident, increases the likelihood of a successful outcome.
  - Diagnosing disease early often lessens the cost of treatment.
  - Early identification of a problem prevents waiting for obvious signs of tragic illness.
- 3. Serves as a pre-anesthetic health screen for any surgical or dental procedure**
- 4. Patients starting or receiving medication**
  - A blood profile may help avoid using medications that may be unsafe for a pet's medical condition or health status.
  - Regular blood tests ensure that we can identify unwanted side effects that can occur with many medications.

### My next appointment

Pet: \_\_\_\_\_  
Date: \_\_\_\_\_  
Doctor: \_\_\_\_\_  
Contact Number: \_\_\_\_\_

Reason for Appointment: \_\_\_\_\_



**Wellness Testing**  
A pet owner's guide to preventative medicine

**ON-SITE DIAGNOSTICS PERFORMED HERE. RESULTS IN MINUTES.**



2340 Whipple Avenue  
Union City, CA 94587  
www.abaxis.com

Age	6-12 Mo	13-18 Mo	19-24 Mo	25-30 Mo	31-36 Mo	37-42 Mo	43-48 Mo	49-54 Mo	55-60 Mo
<b>1 month</b>	10-18	10-18	10-18	10-18	10-18	10-18	10-18	10-18	10-18
1	18	18	18	18	18	18	18	18	18
2	18	18	18	18	18	18	18	18	18
3	18	18	18	18	18	18	18	18	18
4	18	18	18	18	18	18	18	18	18
5	18	18	18	18	18	18	18	18	18
6	18	18	18	18	18	18	18	18	18
7	18	18	18	18	18	18	18	18	18
8	18	18	18	18	18	18	18	18	18
9	18	18	18	18	18	18	18	18	18
10	18	18	18	18	18	18	18	18	18
11	18	18	18	18	18	18	18	18	18
12	18	18	18	18	18	18	18	18	18
13	18	18	18	18	18	18	18	18	18
14	18	18	18	18	18	18	18	18	18
15	18	18	18	18	18	18	18	18	18
16	18	18	18	18	18	18	18	18	18
17	18	18	18	18	18	18	18	18	18
18	18	18	18	18	18	18	18	18	18
19	18	18	18	18	18	18	18	18	18
20	18	18	18	18	18	18	18	18	18

Insert your logo, veterinarian's group and contact information

Pet Name: \_\_\_\_\_  
Owner Name: \_\_\_\_\_  
Patient ID: \_\_\_\_\_  
Date: \_\_\_\_\_

### Wellness Blood Testing – An Important Part of Your Pet's Health Care

During your visit today, we will ask you many questions to obtain the best possible history of your pet's activity. This is important because your pet cannot tell us how it is feeling. We will also perform a complete and thorough physical examination to try to identify any physical abnormalities. However, there are many disease states that can only be identified through other means, such as blood tests. Dogs and cats age much faster than humans, and the organs systems can deteriorate at a much faster rate. Therefore, we will recommend appropriate testing for your pet at certain ages.

As animals age, they are prone to many of the same diseases aging humans experience – diabetes, kidney and liver disease, heart disease, cancer, hypothyroidism (low thyroid hormone level) and hyperthyroidism (high thyroid hormone level). To diagnose these illnesses early, we recommend blood testing at least every year, and more frequently as your pet ages.

- There are many benefits to wellness blood testing such as:
1. Establish healthy baseline values.
    - Many patients show subtle changes in their blood values over time. The changes cannot be identified without the normal level for that individual patient.
  2. Identify unseen disease processes at an early stage.
    - If we are able to identify an ongoing disease process before symptoms are evident, the likelihood of a successful outcome is greater.
    - Identifying disease early often lessens the cost of treatment.
    - Early identification of a problem prevents us from waiting for obvious signs of tragic illness.
  3. Serves as a pre-anesthetic health screen for any surgical or dental procedure.
  4. A blood profile may help us avoid using medications that may be unsafe for a pet's medical condition or health status.

If abnormalities are found, we may recommend additional tests. If your pet has a new or previously diagnosed condition, the veterinarian will discuss the need for specific tests such as radiographs (x-ray), urinalysis or electrocardiograms. In addition, we recommend pets "over 50" receive a yearly thyroid blood test.

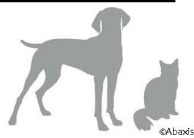
Is my pet a candidate for blood or other testing?  
All animals can benefit from some level of blood testing, even if your pet appears otherwise healthy. We often find blood abnormalities in young to middle age animals. Based on your pet's age and perceived health status we recommend:

- Mini Chemistry Panel (COST): Basic values for liver, kidney, blood sugar and protein levels.
- Mini Chemistry Panel plus Complete Blood Count (COST): Evaluation of red blood cells, white blood cells and platelets as well as the above.
- Complete Chemistry Panel plus Complete Blood Count (COST): A complete chemistry panel to fully evaluate all internal organs, some types of endocrine disease and some types of cancers.
- Thyroid Hormone Level (COST)

I decline the recommended blood testing for my pet \_\_\_\_\_, I understand that by declining these tests, the veterinarian has no way to access my pet's internal organ function other than via a physical examination.

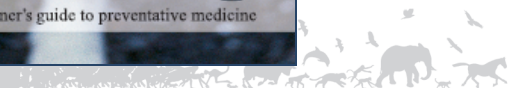
I also understand that if there is a problem with my pet's internal organ function that declining these tests may result in an undiagnosed illness which may lead to increased cost of treatment and an increased risk of complications for my pet and I assume full responsibility for that choice.

Owner or Agent





## Client Brochures



## VETERINARY EXAMINATION

Should the client still decline blood testing, the veterinarian **SHOULD** repeat the recommendation when he or she enters the room and has performed a physical examination.

Example terminology:

*“Mrs. Smith, while all of Fluffy’s physical examination findings appear to be normal, I would still recommend we perform at least some level of blood testing to ensure that all of her internal organ functions that I cannot evaluate through the examination are normal.”*



## PHYSICAL EXAMINATION SHEET

**YOUR DOG'S COMPLETE PHYSICAL EXAMINATION**

**Coat and Skin**  
 Normal: The coat is shiny, no evidence of hair loss, itching, sores or parasites. There are no tumors.  
 Abnormal:  Itchy  Shedding  Oily  Dull  Dry  Matted  
 Parasites \_\_\_\_\_  Tumor/Growth \_\_\_\_\_  Other \_\_\_\_\_

**Eyes**  
 Normal: The eyes are clear, no redness or catarrh. Reflax are normal. \_\_\_\_ Nuclear Sclerosis  
 Abnormal:  Catarrh  Ulcer  Scratch  Infection  
 Discharge  Conjunctivitis  Tumor \_\_\_\_\_  Other \_\_\_\_\_

**Ears**  
 Normal: The ears are clean. There is no inflammation, discharge or foreign material.  
 Abnormal:  Inflammation  Mites  Yeast  Bacteria  Wax  Tumor  
 Other \_\_\_\_\_

**Lymph Nodes**  
 Normal: The submandibular, prescapular, popliteal and inguinal lymph nodes are normal size.  
 Abnormal:  Submandibular  Prescapular  Popliteal  Inguinal

**Mouth, Teeth, Gums**  
 Normal: There is little to no tartar buildup or gingival inflammation. No cracked teeth, extra teeth or tumors.  
 Abnormal:  Tartar  Gingivitis/Petechiae—Grade: I II III IV  
 Broken Teeth  Loose Teeth  Pyorrhea  Other \_\_\_\_\_

**Nose and Throat**  
 Normal: There is no nasal discharge, sneezing or coughing. Tonsils are normal. No abnormal growths.  
 Abnormal:  Nasal Discharge  Tonsils  Other \_\_\_\_\_

**Legs and Paws**  
 Normal: There is no limping or pain noted. Nails are proper length and no excessive hair between toes.  
 Abnormal:  Sprain  Arthritis  Lacerating  Proliferative  OOD  Insect Pedicure  
 Ligament Damage  Other \_\_\_\_\_

**Heart and Lungs**  
 Normal: The heart rate and rhythm are normal. No murmur is detected. Lungs are clear and re-ventilate normally.  
 Abnormal:  Rate \_\_\_\_\_  Rhythm \_\_\_\_\_  Murmur \_\_\_\_\_  
 Coughing  Congestion  Bronchitis  Increased Effort  Abnormal Sound

**Abdomen**  
 Normal: The kidneys, liver, spleen and bladder are normal size and shape. No large masses or excessive fat are present.  
 Abnormal:  Tense/Painful  Mass/Growth \_\_\_\_\_  Enlarged Organ \_\_\_\_\_

**Gastrointestinal System**  
 Normal: There is no vomiting, diarrhea or constipation. The bowels feel normal size without dilation or constipation. The anal sacs are normal size, not impacted or infected.  
 Abnormal:  Dilated/Gas Filled Bowel  Constipation  Obstruction  Vomiting  Diarrhea  
 Tychocoeur (hairball)  Anal Glands Expressed  Anal Glands Impacted



**Urogenital System**  
 Normal: The bladder is normal size. The external genitalia are normal size, no inflammation or tumors are seen.  
 Abnormal:  Discharge  Tumor  Enlarged Prostate  Bladder Stones  
 Infection \_\_\_\_\_  Crystals \_\_\_\_\_  Other \_\_\_\_\_

**WEIGHT/BLOOD TESTING:** Normal \_\_\_\_\_ Abnormal \_\_\_\_\_

**Other Observations:** \_\_\_\_\_

**Doctor's Instructions/Notes:** \_\_\_\_\_

Weight: \_\_\_\_\_  
 Age: \_\_\_\_\_  
 Human Age: \_\_\_\_\_

Body Condition Score: \_\_\_\_\_  
 1 = Too Thin  
 5 = Normal  
 9 = Obese

**ROUTINE TESTS**

**HEARTWORM:**  
 Neg \_\_\_\_\_  
 Pos \_\_\_\_\_

**FECAL:**  
 Neg \_\_\_\_\_  
 Pos \_\_\_\_\_

**Pain Score** \_\_\_\_\_  
 0 = Pain Free  
 5 = Severe

**YOUR CAT'S COMPLETE PHYSICAL EXAMINATION**

**Coat and Skin**  
 Normal: The coat is shiny, no evidence of hair loss, itching, sores or parasites. There are no tumors.  
 Abnormal:  Itchy  Shedding  Oily  Dull  Dry  Matted  
 Parasites \_\_\_\_\_  Tumor/Growth \_\_\_\_\_  Other \_\_\_\_\_

**Eyes**  
 Normal: The eyes are clear, no redness or catarrh. Reflax are normal. \_\_\_\_ Nuclear Sclerosis  
 Abnormal:  Catarrh  Ulcer  Scratch  Infection  
 Discharge  Conjunctivitis  Tumor \_\_\_\_\_  Other \_\_\_\_\_

**Ears**  
 Normal: The ears are clean. There is no inflammation, discharge or foreign material.  
 Abnormal:  Inflammation  Mites  Yeast  Bacteria  Wax  Tumor  
 Other \_\_\_\_\_

**Lymph Nodes**  
 Normal: The submandibular, prescapular, popliteal and inguinal lymph nodes are normal size.  
 Abnormal:  Submandibular  Prescapular  Popliteal  Inguinal

**Mouth, Teeth, Gums**  
 Normal: There is little to no tartar buildup or gingival inflammation. No cracked teeth, extra teeth or tumors.  
 Abnormal:  Tartar  Gingivitis/Petechiae—Grade: I II III IV  
 Broken Teeth  Loose Teeth  Pyorrhea  Other \_\_\_\_\_

**Nose and Throat**  
 Normal: There is no nasal discharge, sneezing or coughing. Tonsils are normal. No abnormal growths.  
 Abnormal:  Nasal Discharge  Tonsils  Other \_\_\_\_\_

**Legs and Paws**  
 Normal: There is no limping or pain noted. Nails are proper length and no excessive hair between toes.  
 Abnormal:  Sprain  Arthritis  Lacerating  Proliferative  OOD  Insect Pedicure  
 Ligament Damage  Other \_\_\_\_\_

**Heart and Lungs**  
 Normal: The heart rate and rhythm are normal. No murmur is detected. Lungs are clear and re-ventilate normally.  
 Abnormal:  Rate \_\_\_\_\_  Rhythm \_\_\_\_\_  Murmur \_\_\_\_\_  
 Coughing  Congestion  Bronchitis  Increased Effort  Abnormal Sound

**Abdomen**  
 Normal: The kidneys, liver, spleen and bladder are normal size and shape. No large masses or excessive fat are present.  
 Abnormal:  Tense/Painful  Mass/Growth \_\_\_\_\_  Enlarged Organ \_\_\_\_\_

**Gastrointestinal System**  
 Normal: There is no vomiting, diarrhea or constipation. The bowels feel normal size without dilation or constipation. The anal sacs are normal size, not impacted or infected.  
 Abnormal:  Dilated/Gas Filled Bowel  Constipation  Obstruction  Vomiting  Diarrhea  
 Tychocoeur (hairball)  Anal Glands Expressed  Anal Glands Impacted



**Urogenital System**  
 Normal: The bladder is normal size. The external genitalia are normal size, no inflammation or tumors are seen.  
 Abnormal:  Discharge  Tumor  Enlarged Prostate  Bladder Stones  
 Infection \_\_\_\_\_  Crystals \_\_\_\_\_  Other \_\_\_\_\_

**WEIGHT/BLOOD TESTING:** Normal \_\_\_\_\_ Abnormal \_\_\_\_\_

**Other Observations:** \_\_\_\_\_

**Doctor's Instructions/Notes:** \_\_\_\_\_

Weight: \_\_\_\_\_  
 Age: \_\_\_\_\_  
 Human Age: \_\_\_\_\_

Body Condition Score: \_\_\_\_\_  
 1 = Too Thin  
 5 = Normal  
 9 = Obese

**ROUTINE TESTS**

**FELV/FIV:**  
 Neg \_\_\_\_\_  
 Pos \_\_\_\_\_

**FECAL:**  
 Neg \_\_\_\_\_  
 Pos \_\_\_\_\_

**Pain Score** \_\_\_\_\_  
 0 = Pain Free  
 5 = Severe



## SEND HOME INFORMATION

The Bill of Health gives the Client their pet's blood work results and a summary of health.

It also provides a the definitions of what was tested and why.



Insert your logo, veterinarian's group and contact information

Pet Name: \_\_\_\_\_  
 Owner Name: \_\_\_\_\_  
 Patient ID: \_\_\_\_\_  
 Date: \_\_\_\_\_

### Bill of Health

**Today's Chemistry and CBC Health Screen Includes These Tests:**

**Electrolytes (Na+, K+):** Electrolyte balance is critical to your pet's health. Potassium levels are important in the diagnosis and treatment of several life threatening diseases. Normal sodium balance is important for total body function.

**Alanine Aminotransferase (ALT):** A good indicator of liver disease.

**Alkaline Phosphatase (ALP):** Elevations can indicate liver swelling or decreased bile flow caused by liver disease or endocrine disorders such as thyroid disease, diabetes Cushing's Disease or Addison's Disease.

**Albumin (ALB):** The most important protein in the body. Low levels can indicate such things as liver, kidney and intestinal disease. Deficiencies must be corrected.

**Amylase (AMY):** Amylase is an enzyme produced to help digest food. Elevated levels can indicate disease of the pancreas or kidney.

**Calcium (Ca):** Calcium levels can help indicate certain cancers, among other things.

**Creatinine (CRE):** An important value to monitor kidney function.

**Globulin (GLOB):** A body protein that indicates problems such as inflammation or infection.

**Glucose (GLU):** Elevated levels can indicate problems such as diabetes/. Low levels can be associated with liver disease or other issues.

**Phosphorus (PHOS):** Important to monitor for kidney disease.

**Total Bilirubin (TBIL):** An important value to evaluate the liver and when there is a low red blood cell count.

**Total Protein (TP):** We utilize this value to determine many conditions such as anemia and disease of the liver, kidney and gastrointestinal tract.

**Blood Urea Nitrogen (BUN):** BUN is made in the liver and removed from the body by the kidneys. It helps us evaluate both of these organs.

**CBC Components:** **Red Blood Cells (RBCs)** carry oxygen to the tissues of the body and remove carbon dioxide to be exhaled from the lungs. Anemia results when RBCs are not present in sufficient numbers. Determination of the cause of anemia is vital. **White Blood Cells (WBCs)** play a major role in your pet's immune system function. Normal baseline levels are very important to determine the importance of changes seen with infection of inflammation. Elevations noted without signs or

Affix result  
card here

Clinic Info

**VetScan<sup>®</sup>** point-of-care blood laboratory systems, anytime, anywhere.  
 888-9403 Rev. B

©Abaxis

# Achieve 100% Compliance with Pre-anesthetic Testing

PRESENTED BY:

Paul H. Jaffe, DVM



## Reasons Anesthesia Is Declined

- 1) Cost
- 2) Fear

Pre-anesthetic blood work reduces the fear of anesthesia by ensuring a healthy patient, changing the drug protocol or delaying the procedure. Cost is justified with excellent care. This handout explains the importance testing blood work before surgery and will require agreement to risks of anesthetics without blood work if prep testing is declined.

Insert your logo, veterinarian's group and contact information here

Our greatest concern is the well-being of your pet, especially during anesthesia. Because of this, we use state-of-the-art monitoring equipment, the safest anesthetic available and our anesthetic assistants are the best trained anywhere. All of these precautions help to make our anesthesia very safe for the healthy pet.

Prior to anesthesia, our staff will obtain a complete history of your pet, and the veterinarian will perform a complete physical examination. These provide us with important information about your pet's health. But it is impossible to understand the complete physiologic picture without performing blood tests. The blood tests we recommend are similar to and equally as important as those your own physician would run if you were to undergo anesthesia.

It is important to understand that performing these tests does not guarantee complications will not occur. They are important in minimizing the risk of anesthesia, and they provide you and us with peace of mind. They may also identify a medical condition that is not apparent by physical examination.

In some cases, abnormal blood tests will cause us to delay a surgical procedure and attempt to diagnose the medical problem causing the abnormal tests. In many instances, these values will help us determine which pre-medication agents to use for your pet's safety and the need for additional medications after surgery. We can alter standard protocols based on your pet's particular values. If all of the tests are normal, we can proceed with a greater degree of confidence and we will have established an excellent set of baseline values to use compare against should your pet become ill in the future.

I decline the recommended pre-anesthetic blood test at this time and request that you proceed with anesthesia. I understand that a medical condition may exist which would be impossible to identify during a physical examination alone. I understand that my pet's health could be at risk if such a condition goes undetected when my pet is placed under anesthesia.

\_\_\_\_\_  
Owner's Signature



# Questions and Answers About Anesthesia

Insert your logo, veterinarian's group and contact information

Pet Name: \_\_\_\_\_  
 Owner Name: \_\_\_\_\_  
 Patient ID#: \_\_\_\_\_  
 Date: \_\_\_\_\_

## Questions About Anesthesia

Pets require anesthesia for many medical and surgical procedures. The only satisfactory outcome to an anesthetic procedure is that your pet fully recovers from the procedure without any lasting side effects. Our hospital is proud that we use the most recently updated equipment and protocols during anesthesia providing lower risk to the patient. You should know the difference between our hospital and other veterinary hospitals in respect to how anesthesia is performed. This will allow you to make an educated decision on the risk versus cost of the technique performed on your pet.

Question	Answer	Our Philosophy
What are the most important considerations regarding anesthesia for my pet?	<ul style="list-style-type: none"> <li>Survival through the procedure is the most important consideration in choosing an anesthetic protocol.</li> <li>Prevention of post-operative complications such as organ failure, infection and pain.</li> <li>Careful handling to ensure your pet is returned to you with as little trauma as possible.</li> <li>Cost considerations are always important, but excellent care with advanced equipment, while more costly, provides better care for your pet.</li> </ul>	<ol style="list-style-type: none"> <li>State-of-the-art hospital and equipment</li> <li>Sterile surgical technique</li> <li>Caring, knowledgeable staff</li> </ol>
Which type of anesthetic agents are the best?	Gas anesthesia is usually superior to injectable. Injectable agents are used by many veterinary hospitals because they are less expensive, and because equipment costs are lower. There is little control for the patient once an injectable is used, and residual sedation can last for days.	<ol style="list-style-type: none"> <li>Utilization of only gas anesthetics</li> </ol>
Of the gas anesthetics, which is the best?	Sevoflurane is the newest and best anesthetic gas for pets. It has much less effect on the heart, liver and kidneys than older anesthetics. Pets wake up much faster with little residual effects. Other older gases can cause liver or kidney failure or rapid changes in heart rate.	<ol style="list-style-type: none"> <li>Our office uses only Sevoflurane gas anesthesia</li> </ol>
Is there any pre-anesthetic preparation for my pet?	<ul style="list-style-type: none"> <li>A pre-operative blood screen is needed to evaluate liver and kidney function, evaluate for diabetes or other health problems and to determine if the patient has adequate red and white blood cells, as well as platelets, to prevent anesthetic complications.</li> <li>Intravenous fluids therapy helps maintain normal blood pressure during anesthesia and allows for rapid administration of medications in case of an emergency situation.</li> <li>Pre-medication of the patient is important to decrease the amount of anesthesia required, prevent vomiting and pain.</li> </ul>	<ol style="list-style-type: none"> <li>Pre-anesthetic health screen</li> <li>IV catheter and fluid therapy</li> <li>Proper pre-medication</li> </ol>
What steps can you take to avoid complication?	<ul style="list-style-type: none"> <li>Pre-operative blood testing to determine that the anesthetic is safe for the pet.</li> <li>IV fluid therapy and pre-medications as above.</li> <li>Constant patient monitoring by qualified staff and state-of-the-art equipment.</li> </ul>	<ol style="list-style-type: none"> <li>Pre-anesthetic health screen</li> <li>IV catheter and fluids</li> <li>Sterile procedures</li> <li>Patient monitoring</li> </ol>
What post-anesthetic care do you provide?	Your pet will be monitored by a trained veterinary assistant until it is able to stand on its own. This intensive monitoring and care is performed throughout the procedure.	<ol style="list-style-type: none"> <li>Constant intensive care</li> <li>Monitoring</li> </ol>
Will anesthesia cost more at your hospital?	Anesthesia at our hospital may cost slightly more than other veterinary facilities because of the cost of the medications and gas we use, the equipment and the training of our staff. We take great pride in our quality of anesthesia.	<ol style="list-style-type: none"> <li>Quality Care</li> </ol>



1. Create a value for your anesthetic protocol:

**It is important that your clients see value in your anesthetic protocol. Therefore, you must educate them about the need for pre-anesthetic testing. More importantly, make your clients see all of the precautions you take in regards to anesthesia.**

2. Your clients fear anesthesia for their pets:

**How many of your clients tell you they do not want a dental on their pet because someone they know lost a pet to that procedure? You need to take the fear out of the procedure by educating your clients about your anesthesia and what you do to make it as safe as possible.**

3. Anesthetic improvements to consider for your practice:

- **REQUIRE IV catheter placement and fluid therapy during anesthesia to support cardiac function. (Would you have anesthesia without these items?)**
- **Require proper monitoring (CO<sub>2</sub>, Pulse Oximetry, ECG, Respiration, Temperature).**
- **Utilize up to date anesthesia – sevoflurane or isoflurane.**





## Implementation of Routine Coagulation Testing in the Veterinary Practice

1. Offer coagulation testing to all surgical patients
2. Line item on the surgical estimate.

Procedure or Dispensed Item	Qty	Charge
Ovariohysterectomy Over 60 Lbs		41.54
Preanesthetic Examination		11.57
Hospitalization		5.27
IV Catheter/Fluids Routine		20.29
Carbon Dioxide Monitor		9.22
Anesthesia Inhalent/Induction		41.54
Anesth - Inhalent/Min Addit	30	38.69
Nursing Care		0.00
Sterile Surgical Pack		11.38
Pain Management-In House		40.00
<del>Pain Management-Post-OP Home</del>		<del>50.00</del>
Pre-op Coagulation		39.00
WBT/Preanesthetic Profile - Mini		52.50
AVID Microchip ID		39.00
Tax...		2.86
Total estimate charges...		\$402.86



# Implementation of Routine Coagulation Testing in the Veterinary Practice

Offer client education if the tests is questioned or asked to be declined.

Require the test in seniors, liver patients or ill patients.

## Clotting Factor Deficiencies

In addition to platelets, there is a cascade of events that stops bleeding in the body. Most of these coagulation factors are made in the liver and can be evaluated using tests called PT (Prothrombin Time) and aPTT (Activated Partial Thromboplastin Time). Deficiencies of these factors can be caused by:

- Genetic deficiencies – testing is especially important in young pets
- Certain Medications
- Liver Disease – testing should always be performed in senior patients or ill patients undergoing surgical procedures



## Pre-operative Coagulation Testing

Any pet undergoing a surgical procedure in which bleeding may occur should be evaluated pre-operatively for any defect in the blood's ability to clot. Excessive bleeding can cause major complications. There are many disease states that can cause bleeding problems in your pet. These include but are not limited to:

### Low Platelet Count

There are many causes for a decreased platelet count. A complete Blood Count is included in your pet's pre-operative evaluation and a platelet count will be performed as well as a manual evaluation of the platelets if needed.

### Poor Platelet Function

This is usually caused by an inherited defect called von-Willebrands Disease. If you pet is a breed commonly at risk, we will recommend this test prior to surgery.

### Clotting Factor Deficiencies

In addition to platelets, there is a cascade of events that stops bleeding in the body. Most of these coagulation factors are made in the liver and can be evaluated using tests called PT (Prothrombin Time) and aPTT (Activated Partial Thromboplastin Time). Deficiencies of these factors can be caused by:

- Genetic deficiencies – testing is especially important in young pets
- Certain Medications
- Liver Disease – testing should always be performed in senior patients or ill patients undergoing surgical procedures

➦ Because of the severe consequences of excessive bleeding during surgery, we recommend the PT and aPTT tests be performed on your pet at a cost of \$30.00.

I decline the recommended coagulation blood testing for my pet \_\_\_\_\_  
I understand that by declining these tests, the veterinarian has no way to assess the ability of my pet's blood to clot and prevent excessive bleeding. I also understand that if there is a problem with my pet's clotting ability that declining these tests may result in a serious bleeding problem which may lead to increased cost of treatment and an increased risk of complications for my pet and I assume full responsibility for that choice. I also understand that the tests available are not completely comprehensive and that other bleeding abnormalities can occur for which these tests are not designed to uncover and results are not guaranteed.

Owner or Agent \_\_\_\_\_

# T4 Testing

PRESENTED BY:

Paul H. Jaffe, DVM



## T4/Cholesterol Profile

### Feline

- **Diagnosis of Hyperthyroid Disease**
- **Medication Titration**
- **Monitoring**

### Canine

- **Screening Tool For Hypothyroid Disease**
- **Medication Titration**
- **Long Term Monitoring**



## **T4 as Part Of The Wellness Program**

**Pricing consistent with screening test.**

- **Feline**
  - All “senior” cats
  - Many practices start at 5 years old
- **Canine**
  - All familial breeds at minimum
  - Recommend all “senior” dogs
  - Obese
  - Allergy





BETTER. ACTUALLY.

**Questions?**

