

Business Financials Boot Camp

Part of your 2010 Practice Fitness Program

Do you want to know how to save \$65,000 per veterinarian per year in your practice?



Mark Opperman has been in working within the veterinary industry for over 40 years. As a result of his success and achievements at New Haven Central Hospital, Mr. Opperman was sought after for advice and help in veterinary practice management issues.

Through his firm, Mr. Opperman has consulted with over 600 veterinary hospitals through-out North America providing timely and practical assistance in such matters as hiring associate Vet's, establishing partnerships, exit strategies, employee issues, profitability and efficiency. As a recognized authority in his field, he is the hospital management editor for Veterinary Economics. Mr. Opperman is also the author of Veterinary Business Management: A Guide to an Efficient and Profitable Practice published by Harwal Publishing Company and, more recently, The Art of Veterinary Practice Management published by Veterinary Healthcare Communications.



Sheila Grosdidier has been involved in the field of Veterinary Medicine for over 20 years. She earned her B.S. degree in Human Behavior Science at the New York Institute of Technology and her A.A. in Veterinary Technology at Maple Woods College. She has since completed post-graduate work in psychology and adult learning.

Sheila has thrice been named the Speaker of the Year by the North American Veterinary Conference and twice also by the International / Australian Veterinary Nurses Association. Sheila has authored numerous textbook chapters on professional development, practice management and nutrition along with a wide variety of journal and magazine articles. She also holds the certification of Professional of Human Resources (PHR).

**Auckland
Melbourne**

**1 & 2 March 2010
4 & 5 March 2010**



GIVE YOUR PRACTICE THE EDGE IT NEEDS TO SUCCEED

Consider how much YOUR practice could save with careful financial planning and management. This two day boot camp will empower and equip veterinary practice owners, partners, managers and senior veterinarians to start working smarter, not harder, and take control of their business finances. Benefit from customised AUSTRALIAN data and FREE management strategy templates and tools (valued at over \$500!). We guarantee you will walk away with the knowledge and resources to start making more money that day.

Our Boot Camp Promise

- ✓ **You will learn how to monitor and meet your key financial indicators and utilise financial statements.** Establish your KPIs, learn what to expect from your Accountant and utilise your financial statements to achieve further financial success.
- ✓ **You will conquer your fear of budgets and feel confident about controlling your inventory and staff costs.** You will receive a budgeting program designed specifically for the vet profession which will help you to control your inventory and staffing costs. Also learn how to analyse if it is cost effective to make large equipment purchases.
- ✓ **You will learn how to determine client fees accurately and minimise your accounts receivable.** Effective policies and protocols will help you to reduce your Accounts Receivable and become more effective at collections.
- ✓ **You will learn strategies to analyse Vet Production and compensate your Associates.** Motivate your Associates to be more productive!

What our 2009 delegates have said ...

"The Business Financials Boot Camp was fabulous; it was great to interact with others from the industry and of course Mark and Sheila were a wealth of knowledge. I now feel confident in taking control of the practice finances and can apply the skills and knowledge to improve profitability. I left Brisbane feeling motivated and inspired and look forward to implementing lots of new ideas! Everyone at CCG made me feel so welcome. Thank you again for an amazing experience that far exceeded my expectations!"

Tanya Wheat, Brighton Veterinary Hospital, Victoria

"Well presented and very practical information. I downloaded the supplied spreadsheets and this has saved me a lot of time since I am not a spreadsheet whizz. After doing the numbers I have immediately identified areas we can improve upon. The course will pay for itself many times over"

Jenny Wilsher, Moorabbin Veterinary Hospital, Victoria



Thanks to our Insight Leadership Series business partners



AVA Vet Ed

BOOK NOW TO SECURE YOUR PLACE! AU: 07 3289 1900 | NZ: 09 920 4440



2010 Registration Form

YES, I wish to register myself and/or a colleague for the Business Financials Boot Camp. I understand that payment is required at the time of registration, that receipts will be issued and that the CCG cancellation policy applies to my registration.

Registrant 1

Surname:

Given name:

Position:

Registrant 2

Surname:

Given name:

Position:

Practice Details

Practice name and address:

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Phone :

Fax :

Email :

Tick the boot camp location of your choice

Auckland

1 & 2 March 2010

Melbourne

4 & 5 March 2010

Boot camp investment

AU\$1,644 | NZ\$2,127. Any additional participants from the same practice can attend at a reduced rate of AU\$633 | NZ\$819 each. All prices include relevant GST.

Paying by Provet Plus Points?

I, _____ authorise for Provet Plus Points to be deducted from my account for the above programs. I have confirmed with my Provet branch that my account has the required points.

Paying by Cheque or Money Order?

AU Registrants | Please make cheques and money orders payable to Animal Industries Resource Centre, PO Box 10 Samford Qld 4520. **NZ Registrants** | Please make cheques and orders money payable to Provet NZ, PO Box 64149 Auckland 2124. Cheques and money orders must be attached with this completed form for registration confirmation to occur.

Paying by Credit Card?

Credit card type () Visa () Mastercard Card #

Name on card Expiry date /

Amount deducted Cardholder signature

Invoice to be made out to

Payment is required at the time of registration and receipts will be issued.

YOUR PRIVACY. The information you provide is collected for the purpose of processing your registration or for use in a CCG product or service. It may also be used for the related purpose of keeping you informed of upcoming CCG events and assisting us in improving and marketing our services to you. As part of the arrangement between CCG and supporting companies, CCG will issue each partnering or sponsoring company with the name of all participants and their participating practice. By submitting the registration form, your details will be added to the CCG database and used to address specific promotional material to your attention. If you do not wish to receive further information from the CCG please tick here _____. CCG acknowledges and respects your privacy and the confidentiality of the personal information you have provided.

Important Information

To ensure the experience for each participant is optimised, positions at our boot camps are limited. Each participant in the Insight Leadership Series will receive notes and pen, boot camp materials and templates, refreshments including lunch, morning and afternoon tea, delegate dinner and a tax invoice. Prices and speakers are subject to change without notice. Prices listed include GST.

Cancellation Policy

Cancellations received up to five working days before the boot camp are refundable— minus an AU\$110 service charge. Cancellations received less than five days prior to the boot camp and non-attendance will be considered as non-refundable.



AVA Vet Ed

Each Boot Camp attracts 16 Vet Ed Points