

Staff Meeting 6.12.18

Andi & Jason from Zoetis: Proheart Presentation

- Proheart is the only true “prevention” other heartworm preventions work as a dewormer, they work backwards.
- It’s guaranteed for Roundworm & Whipworm prevention.
- Compliance: we have the availability to provide other services while they’re in the hospital giving Proheart.
- 100% efficacy.
- Only 4 in 10,000 injections have had adverse reactions.
 - Reactions include: GI upset, facial swelling, or vomiting.
 - All reactions occur with 2 hours of injection.
 - There is no correlation between Proheart and vaccine reactor patients.
- Use in patients who are at least 6 months. Old and considered healthy.
- Okay for pregnant and nursing dogs.
- Okay for heartworm positive dogs. It kills microfilaria but not the adult heartworms. It cannot undo any damage that’s already done.
- Perfect for dogs over 100lbs. because you don’t have to combine products.
- Okay for growing puppies regardless of their size. For example: if your puppy weighs 25 lbs. today and gets a Proheart injection, then weighs 50lbs at the next Proheart injection, they’re still covered.
- Reconstitution: When we’re down to 2mL. it’s time to reconstitute a bottle. It needs to sit for 30 mins after it’s mixed so it’s important not to wait until the last minute. Always write the date and time on the bottle after it’s reconstituted. The bottle will last for 8 weeks after it’s mixed. Keep away from light.
- Administration: Remember to “Start the year off right”
 - Jan-June: Give subcutaneously over the right shoulder.
 - July-Dec: Give subcutaneously over the left shoulder.
 - Gently swirl the vial before pulling up the injection to ensure it’s mixed thoroughly. When the vial sits, the injection will naturally separate.
- Petcare Rewards Card: Clients earn points for cash that can be used as a prepaid debit card for animal hospital use only. It’s free to sign up! Card will be mailed and client will receive it in 3-4wks. Client will create profile online and take a picture of their receipt to get points.
 - Proheart: 1st injection – 50pts = \$5 2nd injection – 100pts = \$10
 - Convenia:
 - 20-30# - 100pts = \$10
 - 31-49# - 200 pts = \$20
 - 50# and up – 300pts = \$30
 - Revolution
 - Rimadyl

Dr. Gawel: Bravecto Presentation

- Same class of drugs as Credelio and Nexgard.
- It's a systemic flea & tick prevention, not a repellent.
- Lasts for 12 weeks for pets 8wks and older.
- Give with food.
- Safe for pregnant and lactating dogs.
- Oral for dogs, topical for cats.
- Ticks:
 - Black legged: 12 weeks
 - American dog: 12 weeks
 - Brown dog: 12 weeks
 - **Lone Star: 8 weeks**
- You will need to combine doses for dogs >123lbs. and cats >27lbs.
- It is safe to use the higher-dose range if you're questioning which size to administer.
- Cats: the topical applicator cap twists but doesn't come off.
- Fleas
 - Begin to lay eggs 24 hours after arriving on pet.
 - If you see fleas on the pet, there are most likely flea eggs in the home.
 - 1 flea can lay up to 50 eggs a day.
 - It takes 2 months for flea eggs to become adults. Bravecto is a good solution for pets with live fleas on them because it lasts for 3 months.

Shannon:

- New Vectra3D rebates
 - Buy 5 get 1 free
 - Buy 9 get 3 free
 - Clients will go home with the free doses, no more postcard mail-in rebates. CODE: "Free Vectra3D w/ purchase"
 - Clients will also get a \$25 Visa prepaid debit when they buy 6mths of Vectra along with a year supply of any heartworm prevention. *this is a mail in rebate*
 - We still offer the 1st dose of Vectra for free, however, these should be taken from the drawer of single doses (the middle drawer below the printer in the treatment area)

Dr. Tabony

- Please read the attached document with Dr. Tabony's Heartworm/Flea/Tick Reorganization.
- There will also be red medical protocol binders by each Dr. station and in reception coming soon. Please read these carefully!