The Best Pet Insurance Ever Just Got Even Better!

JAMIE GREEN - NATIONWIDE PET INSURANCE
★ 2020 AZVMA PREMIER SPONSOR

The best pet insurance ever just got even better. For the first time ever, avian and exotic pets can get back up to 90% on veterinary exams and treatment – including preventive care.*

Since 2000, Nationwide has been the only U.S. pet insurer to offer coverage for birds, reptiles, and small mammals. Now avian and exotic pet owners can get the best pet insurance ever. And it’s only from Nationwide®.

For more information, please go to EveryPetInsurance.com or call (866) 838-4874.

*Some exclusions may apply. Certain coverages may be subject to pre-existing exclusion. See policy documents for a complete list of exclusions. Plans may not be available in all states. Policy eligibility may vary.

Lunch & Learn Opportunity
DENISE DRYER - ZOETIS, INC.
★ 2020 AZVMA PREMIER SPONSOR

Pertinent Questions in Clinical Parasitology

Dr. Chris Adolph DVM, MS, Diplomat ACVM-parasitology will answer common questions on current conditions with parasites and what we can do in the southwest.

MEETING DATES

Monday, October 12 - 12:30 pm - 1:30 pm (MST)
Tuesday, October 13 - 12:30 pm - 1:30 pm (PST)
Wednesday, October 14 - 6:30 pm - 7:30 pm (PST)

View the flyer & sign up by clicking HERE!
Happy October-November! I hope many of you can share my excitement for these months! It is not just the spooky and fun holiday that does it for me, but everything that comes with it: cooler weather, decorations, pumpkin everything and most of all, the celebration of Veterinary technicians in October. The AzVMA joins in bringing to light the accomplishments of our veterinary technicians and expressing their admiration for these individuals who are invaluable members of the Veterinary team. It is also important for all of us to recognize the accomplishments of all the team members. We are all in this together.

A huge thank you to Dr. Jeff Thoren and Dr. Teresa Malcolm’s presentation, “Spoiler alert... Life is improvised!” We appreciate them taking the time to present a fun and interactive topic to us. An important takeaway I learned from this CE was: when you are in a conversation, whether it’s business, family or friend oriented, be present and in the moment. Try not to overthink where the conversation is going and listen by giving your complete attention.

And when you respond with a “Yes and,” this is the part where you can bring your input into the conversation for a greater opportunity to add more.

As you may be aware, the pandemic has forced AzVMA to cancel all in-person meetings, so our valued Allied Members no longer have the opportunity to exhibit and participate in our events. To show our continued appreciation for their support, we are inviting our Premier Sponsors to speak directly to our veterinary community prior to the start of the webinars. We thank you for your kind attention as we work together to share information and support each other through these uncertain times.

AzVMA’s first Virtual Trade Show will be coming up soon due to COVID-19 safety precautions canceling all in person meetings this year. Sponsors and exhibitors will have the opportunity to share their message and give information to our veterinary community as they would have done at a conference exhibit booth.

Lastly, I hope you all stay connected, stay happy and healthy. Most of all, please let the AzVMA and I know how our Allied members can continue to help serve you!
3 Buildings, One State-Of-The-Art Campus.
VetMED Emergency & Specialty Care
★ 2020 AZVMA PREMIER SPONSOR

VetMED Emergency & Specialty hospital is proud to announce our recent expansion into a brand new 12,000 square foot facility for our Emergency & Critical Care, Internal Medicine and Surgery departments. Further expansions are planned in late fall 2020 to house additional specialty services on campus. Equipped with the latest technology and a wide array of services led by board-certified specialists, our team is ready to handle even the most complex cases. We work in conjunction with area primary care facilities to ensure every one of our patients receives the best care possible. At VetMED, collaboration and compassion are at the heart of everything we do.

To learn more, visit: vetmedaz.com

Eльanco Animal Health

Elanco’s Healthy Purpose™ - At Elanco, we believe animals are central to tackling global challenges like food security and environmental sustainability.

Our Healthy Purpose Pillars
Elanco’s Healthy Purpose™ advances the well-being of animals, people and the planet, enabling us to realize our vision of Food and Companionship Enriching Life.

It is the fundamental belief uniting all Elanco employees – healthier animals are the key to solving some of the world’s most pressing issues.

- Healthier Animals
- Healthier People
- Healthier Planet
- Healthier Enterprise

Every pillar is interconnected, and they all contribute to the success and sustainability of our shared ecosystem today and for generations to follow.

LET’S CONNECT!

Survey: What is your favorite Halloween candy?
Take the survey HERE and watch for the results on our Facebook page!

WELCOME OUR NEW ALLIED MEMBERS!

★ AZHCR Transitions
Sierra W. Wolfe

★ CARE Surgery Center
Seth Bleakley, MVB, MS, DACVS-SA, DECVS, MRCVS, CC

★ Potter’s House Apothecary
Kristi Maier

★ Southern Veterinary Partners
Jeff Holm

★ VetTech Payments
Craig Hickox
Elanco Closes Acquisition of Bayer Animal Health

GREENFIELD, Ind. (August 3, 2020) – Elanco Animal Health Incorporated (NYSE: ELAN) today announced it has closed the acquisition of Bayer Animal Health. The transaction, valued at $6.89 billion, expands Elanco’s scale and capabilities, positioning the company for the long term as a leader in the attractive, durable animal health industry.

Read the full article by clicking HERE!

Expert-Led Veterinarian Training and Content

Mirav Bradshaw - Jurox Animal Health - 2020 AzVMA Collaborative Sponsor

Think Anesthesia® is an educational platform providing veterinary professionals with both on-demand and live training material, primarily focused on anesthesia and analgesia.

Think Anesthesia modules meet the highest standards in continuing education, receiving approval by the American Association of Veterinary State Boards (AAVSB) Registry of Continuing Education (RACE).

To learn more click HERE, or contact Mirav Bradshaw, mirav.bradshaw@jurox.com.

ARECA Now Offers Neurology!

Stephani Rhodes - VCA Animal Referral & Emergency Center of Arizona

Please Welcome Dr. Tessa Meland. Dr. Tessa Meland was born in Minnesota, but her family moved when she was young to Scottsdale, so she is proud to call Arizona home. She attended University of San Diego where she earned her undergraduate degree in 2010. She graduated from Purdue University College of Veterinary Medicine with distinction in 2016.

Following her graduation from veterinary school, Dr. Meland completed a yearlong internship in small animal medicine and surgery at the University of Florida, in Gainesville, Florida. She decided to suffer through the humidity a bit longer as she stayed at UF for a 3 year residency in Neurology and Neuro-surgery, which she completed in 2020.

She is beyond thrilled to be moving back home to the Valley of the Sun and to be joining VCA ARECA.

Please contact Stephani Rhodes if you would like to meet Dr. Meland in person, socially distanced and masked.

stephani.rhodes@vca.com
Boehringer-Ingelheim offers PetPro Tele+
FELICIE LEWIS - BOEHRINGER INGELHEIM ANIMAL HEALTH

These are changing times and many clinics are using telemedicine to provide their clients with another way to take care of their Pet’s health. If you have thought about telemedicine, but aren’t quite sure how to implement, B.I.A.H. has a couple of ways you can try it out. During this time there is no charge for either platform.

Check out the video for a live demonstration: https://www.youtube.com/watch?v=HDACb7sOMXg

You might have to copy and paste the website into your browser, if you have trouble. Contact your local representative for more information.

Click HERE for Boehringer-Ingelheim’s website!

Support Local Rescues - My Treat!
ERIS DAVIDSON - COUNTRY FINANCIAL

As an animal lover, I am always looking for ways that my business can help our local organizations. Through the end of this year, I am partnering with AzVMA members to support local animal rescues with cash donations.

All you need to do to participate is allow me to do a review on your current business insurance for your practice (no purchase required), and I will make a $25 donation to support Home ‘Fur’ Good in Phoenix. Or, if you have another animal rescue that you are passionate about, I am happy to donate there instead. Help me help our local rescues!

Click HERE to visit Eris’ contact page!

QUOTE OF THE MONTH - OCTOBER

“Communication is merely an exchange of information, but connection is an exchange of our humanity.”
- Sean Stephenson

Protect Your Clinic From Data Loss-The Importance of Data Backups
CARRIE BRAATEN - GORDIAN NETWORKS IT SUPPORT

Taking care of furry family members is what you do best. This essential service is stalled and revenue lost if the clinic’s technology stops working. Prevent clinic downtime by having effective data backups. Gordian Networks recommends having both on-site and off-site backups. Then if there is a flood or a ransomware attack, the data is off-site and can be replaced with minimum downtime. If a hard drive fails on the server, the data can be downloaded quickly on-site.

Are backups still needed if with cloud software like ImproMed or Cornerstone? Yes! If a server dies, all the software, files, operating system and security protocols are lost. A backup replaces each without incurring the cost and time of setting up a new network. Consistent data backup is a simple, inexpensive way to prevent loss of patient care and revenue.

Want help setting it up? Give Gordian Networks a call today! 480-291-8440
More Than Just Pet Portraits...Join the Online Pet Parent Community!

JENNIFER HATTON - HATTON PET PORTRAIT STUDIO

Finally a fun place for pet parents to go online and share funny videos & photos of their fur babies. Also post important tips. I encourage everyone that is a part of AzVMA to join and engage in this great community. Feel free to post upcoming events that are going on in your veterinarian offices. Even post health tips for pet parents.

Feel free to reach out to me Jennifer Hatton, Hatton Pet Portrait Studio, 602-689-7261, info@HattonPetPortraitStudio.com

Can have contests, prizes and lots of fun helping promote local pet businesses.

Covetrus Pharmacy Team Manufactures and Donates Hand Sanitizer for Local Communities Impacted by COVID-19 Pandemic

JILL PHELAN - COVETRUS

Covetrus, a global animal-health technology and services company has donated 6,000 bottles of hand sanitizer to help protect Phoenix communities and Arizona medical personnel from coronavirus. The sanitizer was manufactured by employees of the Company’s Phoenix-based pharmacy compounding facility Atlas Pharmaceuticals.

The sanitizer was donated to the Arizona Department of Health Services for distribution to medical personnel throughout the state and to the Phoenix Community ToolBank for distribution to nonprofit organizations and schools. Arizona Together, FEMA, and Valley of the Sun United Way helped coordinate the multiple donations.

Atlas Pharmaceuticals, a Covetrus company, which compounds pharmaceuticals for both the veterinary and human health sectors, hopes to be able to make more hand sanitizer and is also working to make additional medications to mitigate shortages due to the COVID-19 crisis.

“We feel fortunate to be able to produce and supply hand sanitizer to Arizona’s healthcare workers and vulnerable communities. We will continue to lend support where and how we can.”

Meet Your Local Covetrus Territory Managers!

Covetrus has a new Territory Manager- Stephanie Noe covering the Phoenix area as well as the White Mountains. She joined Covetrus in Mid-March 2020. READ BIO HERE!

Steve Ledbetter joined Covetrus as a Territory Manager June 2019, he covers Southern Arizona including Tucson & Yuma. READ BIO HERE!
Established in 1968, Custom X-Ray is a Legacy Veteran and Woman Owned X-Ray Sales and Service Company providing Imaging Equipment and Service Support for the past 52 years.

Q: What are some of the services and products Custom X-Ray offers?

A: Our specialty services and equipment include X-ray, digital DR and CR, C-arms, CT, MRI, ultrasound, plus full lines of medical equipment for urgent care, pain management, chiropractic, veterinary, family practices, hand specialists, podiatry, pulmonary specialists, orthopedic practices, hospitals, imaging centers, women’s health, mobile X-ray, portable X-ray equipment, dental practices, physical therapy equipment. Custom X-Ray also offers service, repairs, support and remote IT support for imaging equipment and software.

Click HERE to read the full interview!


New Local Representative

ANGEL KLEIN - BANK OF AMERICA

In 2016, Angel started with Bank of America Practice Solutions, in Chandler Arizona, in Feb 2020 she became Regional Business Development Officer, where she manages the four-state territory of Arizona, Nevada, New Mexico, and Utah, specializing in Veterinarian projects that include practice acquisition, practice start-ups, existing doctor projects, commercial real estate, debt consolidation and equipment financing. In addition to helping clients with useful products and services from Bank of America, the leader in Veterinary financing.

Angel works extensively with transition brokers, attorneys, CPA’s & consultants, architects and space finders, and is always willing to help facilitate and introduce the right team to her clients, no matter what the need. Angel’s passion for this line of work shows in her dedication to helping clients fulfill their dream of owning a practice and becoming a Small Business Owner.

Please contact Angel Klein at 480-476-4822 or angel.klein@bofa.com
A Free Team Development Opportunity

Jeff Thoren, DVM, PCC, BCC - Gifted Leaders, LLC

Are you a member of a team of five or more members? Are you interested in a free, "no strings attached" team development opportunity? In partnership with authors Kathleen Ryan and Kevin Coray, HRDQ (https://hrdqstore.com/) is updating research on the critical factors that produce exceptional, transforming team experiences, and publishing a revised version of the Extraordinary Teams Inventory (https://hrdqstore.com/products/extraordinary-teams-online-assessment).

As part of that effort they're seeking 30 intact teams to complete the new assessment and offering two-hours of follow up coaching/training for your team at no cost (a $1,000 value).

If you're interested, please contact me for more details.

Jeff Thoren, DVM, PCC, BCC
Extraordinary Teams Partnership/Gifted Leaders, LLC
jeff@giftedleaders.com

AVMA Launches New Video Resource Channel for Veterinarians in Partnership with Boehringer Ingelheim Through PetPro Telemedicine App

(SCHAUMBURG, Illinois) September 24, 2020 – American Veterinary Medical Association members now have a new way to readily access timely information about animal care, client service and practice management, thanks to an innovative partnership between the AVMA and Boehringer Ingelheim Animal Health. The AVMA today announced "AVMA Telecast," the newest feature of Boehringer Ingelheim's PetPro Tele+ telemedicine app, which will enable the more than 95,000 AVMA members to directly access AVMA educational and informational videos on their mobile devices or laptops.

Read the full article by clicking HERE!

ALLIED CONNECTION • AN ALLIED INDUSTRY NEWSLETTER

ALLIED NEWS

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Read the full article by clicking HERE!

ALLIED MEMBERS - INTERESTED IN SUBMITTING YOUR OWN CONTENT?

The next deadline to submit your Allied Industry news and content for the January 2021 edition is December 15, 2020. Click HERE to submit online! Questions? E-mail, newsletter@azvma.org.