



Palm Beach Veterinary Society NEWS

Palm Beach Veterinary Society, Inc
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SPRING 2022

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Dr. Karina Salvo

Treasurer

Dr. Steve Simmons

Secretary

Dr. Leanne Browne-Feldman

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NEXT MEETING DATE

June 2, 2022

Location

**Mayacoo Lakes
Country Club**

Topic:

**Bladder Function &
Management**

6:30-9:30 pm

Entry Fee: Free to 2022 Paid
Members, \$150 Non-Member

www.pbvs.info/events

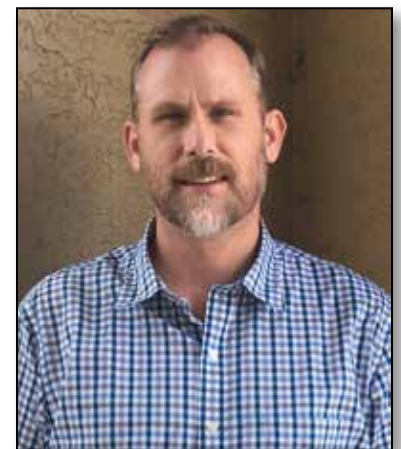
Vet Society Members

Dear Palm Beach Vet Society Members,

For the past few years, the membership of this group has entrusted me with the responsibility of two offices, one as President and one as Treasurer. Up until recently, I have been able to discharge the duties of both offices. However, for those of you who don't know me more personally, my life has changed drastically, as I have taken on a new and more challenging role as caregiver to my aging parents. I am finding that my new responsibilities are taking up more of my time, when I am not being a practicing veterinarian. Trust me when I say it's hard to do all this and maintain sanity.

Since I no longer feel that I can serve this group effectively as your President, I feel that it is time for me to make way for someone who can serve you better. Effective immediately, I am resigning as the President of the Palm Beach Veterinary Society. I will continue to perform my duties as treasurer. However, I leave it up to my fellow board members and most of, to you the membership to appoint my successor as president. It has been both an honor and privilege to have served you as president for so many years.

Sincerely,
Steve Simmons, DVM
Former President



Steve Simmons, DVM



Palm Beach Veterinary Society, Inc.

2022 Board of Directors

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vicepresident@pbvs.info

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Dr. Karina Salvo



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ACCrep@pbvs.info

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Michelle Durkee, DVM
ACCrep@pbvs.info

Continuing Education Coordinator

Ellen Gray, DVM



Dr. Susan Carastro



Dr. Beth Keser



Dr. Michelle Durkee



Dr. Ellen Gray

MEETING SCHEDULE - MARK YOUR CALENDAR

June 2, 2022

Bladder Function & Management

Dr. Daniel "Blake" Webb from Southeast Veterinary Neurology will be presenting "Bladder Function & Management". This 2 hour RACE approved CE lecture will be reviewing the anatomy & physiology of the bladder, reviewing how Upper Motor and Lower Motor lesions affect bladder function, reviewing consequences of bladder dysfunction, and finally discussing both the pharmacologic and non-pharmacologic management of bladder conditions.

September 1, 2022

"F" Is For Fatigue

Join us for this 1 hour CE lecture focusing on mental health for veterinary professionals. During this lecture we will learn on how to identify fatigue and burnout before it occurs and what to do after is has been identified.

Sponsored by: Royal Canin

October 6, 2022

Laverdia

More details to come.

Mayacoo Lakes Country Club

9697 Mayacoo Club Drive • West Palm Beach, FL

www.pbvs.info/events

This newsletter is published bimonthly by
Palm Beach Veterinary Society, Inc.
P.O. Box 211655
Royal Palm Beach, FL 33421

The PBVS newsletter is provided to PBVS members free of charge. **Membership is \$150.00 per calendar year.**

For more information about membership please contact: Dr. Leanne Browne-Feldman at secretary@pbvs.info To advertise in this newsletter, please contact Dr. Karina Salvo at vicepresident@pbvs.info.

Ad Guidelines:

Please submit high resolution ads (300 dpi) in a jpeg or pdf format to newsletter@pbvs.info. Advertising rates are published on our website at www.pbvs.info/advertising. Payment must be received prior to publication. *Views and opinions expressed herein are not necessarily those of the officers of the PBVS. Products and services advertised herein are not necessarily endorsed by us.*

Join Us Today and Become A Member!

Thank you for taking an interest in our organization. At Palm Beach Veterinary Society, we strive to help and unite veterinarians who are dedicated in providing the best Animal care.

As a society, we provide a forum for veterinarians to further assist in the exchange of professional business relations and promote the exchange of professional information.

If you are a veterinarian and are interested in joining our society, please fill out the 2016 membership form on the last page.

Membership cost for the year is \$150.00

Membership begins on January 1st and ends on December 31st

...REMINDER ...

LICENSES NEED TO BE RENEWED BY MAY 31, 2022

We are pleased to announce that Dr. Jamie King has joined Dr. Peters on our Neurology team to help us provide appointment services Monday through Saturday and emergency services 7 days a week for your neurologic patients.

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PHARMACY CHALLENGES

Present and Future

By Shawn P. Messonnier, DVM
dvm360, dvm360 February 2022, Volume 53, Issue 2

Tips for competing with retail and online pharmacies by practicing better medicine.

Pharmacy revenues have been decreasing over the past few years. Challenges from both conventional retail stores and internet pharmacies are taking market share away from veterinarians. Although I'm all for consumers saving money, the reality is that pharmacy income has helped financially support our practices. Losing a significant source of income is not sustainable, and we must either compete with other pharmacies or find ways to practice better medicine and otherwise make up for lost income. These insightful tips will help you face the pharmacy challenges in your practice.

Better medicine equals better profit.

Pets have many problems, most of which the owner doesn't even notice (and some are not noticed by us until lab testing is done). If owners will allow us to find and treat problems, any lost pharmacy income is easily replaced by caring for and seeing our patients more frequently. Why simply guess when presented with a possible skin, bladder, or ear infection? Work up the case, practice better medicine, serve our patients and clients with outstanding service and care, and watch your business soar!

Continued on page 8

Do you really want to save your pharmacy?

Although the veterinary pharmacy offers convenience for clients, provides immediate medication for the pet, and is a dependable source of income, it can be challenging to maintain. A dedicated staff member must spend time contacting distributors to find the best pricing, then place the order. The orders need to be unpacked, inventoried, and placed on shelves. Filling prescriptions takes time and needs to be done accurately, and eventually refilled in most cases. Then there's the ever-present reality of employee theft.

Would it be a better and more profitable use of your time to not have to deal with being a pharmacist and devote more time to practicing medicine? I want you to ponder whether you're relying too much on pharmacy income. Maybe having a few commonly used medications and practicing better medicine would alleviate some of the headaches associated with the pharmacy but still allow you to conveniently serve your clients and retain a small portion of pharmacy income.





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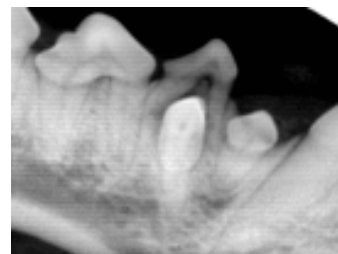
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PHARMACY CHALLENGES

Present and Future



Continued from page 5

Injectable medications improve compliance and profitability.

Giving most—if not all—pets a starter injection to help treat the condition can ensure they will begin healing prior to leaving your office. In addition, this method is also accepted by owners and is a service that can't be shopped (yet). As a holistic veterinarian, I'm not a fan of longer-acting shots, but they can be useful to replace oral medications and certainly can't be purchased at the local pharmacy (and hopefully won't be available over the counter anywhere).

Nutritional supplements help the patient and the practice.

As a holistic doctor, I mainly use supplements for my patients rather than reaching for conventional medication. Every pet can benefit from supplements, and all doctors are qualified to use the most basic supplements, such as fatty acids, antioxidants, enzymes and probiotics, and joint supplements. Adding 1 or more supplements to your patient's treatment plan will benefit the pet, possibly prevent adverse effects from your prescribed medications, and help the bottom line. To prevent clients from buying on the internet, consider private labeling or purchasing from manufacturers who sell only to doctors. If you're unfamiliar with the science of supplements, I'll offer a self-serving plug by recommending my latest book, *Nutritional Supplements for the Veterinary Practice: A Pocket Guide*.

Only prescribe enough medications on the first visit to ensure efficacy.

This idea is helpful for several reasons. First, there is no reason to prescribe a 3- to 4-week dosage of a medication that may not work. Second, prescribing a 5- to 7-day dose plus the all-important recheck/progress exam ensures efficacy and allows you to change the medication if your initial choice is ineffective. Thirdly, keeping in touch by seeing the patient again is good medicine. Finally, more visits equate to more bonding time with the client along with much-needed income to compensate you for your time and expertise.

Rechecks/progress exams are a must for a refill.

As a doctor, you're more qualified than the owner to determine the progress of the pet and whether continued treatment with the original prescription is in the

Continued on page 9



PHARMACY CHALLENGES

Present and Future

Continued from page 8

pet's best interest. Rechecks are needed to continue medications and often uncover additional diseases to be treated. If you use a longer-acting injection at the initial visit, then it is important to realize you won't have the automatic progress exam. To compensate for the lack of income, charge correctly on the first visit.

Regular lab testing is also a must for a refill.

Patients on chronic medications require constant evaluations. This is true in human medicine and needs to become the norm in veterinary medicine. Check your patients frequently. Most of the pets seen in my holistic practice have not had regular monitoring despite multiple refills of strong and potentially toxic medications. Don't make this mistake. For example, iatrogenic Cushing is a real disease. Oftentimes, my evaluation reveals new diseases that should have been and would have been detected earlier if only the initial prescribing doctor did his job correctly. "No testing, no refills," and "No rechecks, no refills," is good medicine and good business.

If you can't beat them, maybe you can meet them.

If you really want to keep the sale and avoid losing money, meet local pharmacy costs whenever possible. I'm not a big fan of losing money or discounting, but if you follow the suggestions above to replace lost income, then lowering drug costs to a smaller profit may not ultimately affect your pocketbook.

Make payment easy and less expensive with pet insurance, wellness plans, and third-party payment companies.

Many of my clients have pet insurance and Care Credit, which allows them to do the things listed above so we can practice high-quality medicine and be mindful of the pet's best interests. Not all insurance is the same, and some companies are easier to work with than others, but the goal of insurance is to allow clients to say yes to your treatment. Care Credit allows clients to budget realistically for higher-priced treatment plans. Many practices, mine included, find monthly payments for wellness plans highly appreciated and accepted by pet owners. Not only do these plans, which allow for

easily budgeted pet expenses and savings to the owner, result in more frequent health care visits, but these visits further bond clients and pets to your practice. Regular visits also render more opportunities to find problems that require treatment.

Evaluate your fees regularly.

Perform a fee diagnosis. Let's face it: If you lose income in 1 area of the practice, it must be made up in other areas. Make sure your fees adequately compensate you for being a doctor. Raising fees in 1 area can allow you to lower your pharmacy fees and not lose income. There is more net profit in services performed than products sold. Make money for your knowledge and skill rather than for drugs anyone can sell.

Autoship commonly used medications.

Online (and retail) pharmacies do this, so if you want to increase client convenience, autoshipping is a must. It helps the client by saving travel time to pick up medications and ensures proper treatment of the pet. Autoshipping also provides a guaranteed and steady flow of funds to the practice, so everyone wins!

Shipping medications/supplements equal owner convenience.

For clients who don't have the time because of busy schedules or travel distances to your practice, mailing medications/supplements ensure compliance, client bonding, and saves potentially lost income. Yes, this can be a pain and requires a dedicated employee, depending upon the number and frequency of shipped products, but it may be worth it to your practice.

Although these recommendations can help you battle lost pharmacy revenue and practice better medicine, at the end of the day, you'll need to decide how much of your pharmacy business—if any—you choose to keep. The suggestions listed here have stood the test of time and helped doctors maintain or even increase their incomes despite the threat from yet another unexpected source of competition.

Shawn P. Messonnier, DVM, owns Paws & Claws Holistic Animal Hospital in Plano, Texas, and serves on the dvm360® Editorial Advisory Board. He has written multiple books on marketing as well as holistic veterinary medicine.

Welcome to ADVANCED VETERINARY DERMATOLOGY



ADVANCED VETERINARY DERMATOLOGY

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RELIEF VETERINARIANS

We are continually updating our list of relief veterinarians. If you would like to be listed on this page, please email secretary@pbvs.info. Your membership in the society must be up to date.

Relief Veterinarian	Specialty	Phone	Email
Blaine Brennock	Sm Animal medicine	561-755-0239	RollingVetServicesLLC@gmail.com
Doris Caraballo	Sm Animal medicine & surgery	787-410-9462	doriska32@yahoo.com
Alfonso Garcia Gonzalez	Sm Animal medicine & surgery	561-602-7104	algargon@hotmail.com
Laura Grigsby	Sm Animal medicine	561-346-2579	DrLauraGrigsby@gmail.com
Peter Pion	Sm Animal medicine	561-702-7536	retepnoip@aol.com
Karina Salvo	Sm Animal medicine	561-250-2031	salvodvm@gmail.com
Kelly Waller	Sm Animal medicine	954-242-2042	KellyKWaller@gmail.com

FLORIDA BILLS TO WATCH FOR THE 2022 LEGISLATIVE SESSION

Below is a listing of current and previous legislative bills that have been introduced in the Florida Legislature.

For additional information visit our website at: pbvs.info/legislation-updates

	Florida Bills to watch for the 2022 Legislative Session	
Proposed bill	Summary of Proposed Bill or Regulation	Status
HB 25 SB 226	Care for Retired Law Enforcement Dogs Creates Care for Retired Law Enforcement Dogs Program within FDLE; requires department to contract with nonprofit corporation to administer & manage program; specifies requirements for nonprofit corporation & disbursement of funds for veterinary care of eligible retired law enforcement dogs.	Passed in House & Senate H: 117 yeas, 0 nays S: 36 yeas, 0 nays
HB 121 SB 256	Aggravated Animal Cruelty Prohibits certain acts against an animal while engaged in specified offenses; prohibits unlawful killing an animal belonging to family member.	Died in committee
HB 227 SB 172	Courtroom Animal Advocates Provides for appointment of advocate for interests of animal in certain court proceedings, at discretion of court; provides powers & duties of such advocates; requires Animal Law Section of The Florida Bar to maintain list of attorneys & certified legal interns meeting specified requirements who are eligible to be appointed as such advocates; specifies that certain rules of The Florida Bar govern such advocates.	Died in committee
HB 849 SB 994 SB 996	Pet Protection Requires licensure of pet stores; requires DBPR to adopt procedures for such licensure; regulates sale or transfer of household pets by pet stores; limits sources from which pet stores may acquire pets for sale; requires DBPR to conduct periodic inspections of pet stores & audit sales records; revises importation, sterilization, & reporting requirements of certain public or private entities.	Died in committee
HB 253	Retail Sale of Domestic Dogs & Cats Prohibits pet stores from selling or offering for sale domestic dogs & cats; provides penalties.	Died in committee
HB 307 SB 716	Pub. Rec/ Animal Adoption Provides exemption from public records requirements for records containing certain information pertaining to persons who have adopted an animal from an animal shelter or animal control agency operated by local government; provides for future legislative review & repeal of exemption; provides statement of public necessity.	Died in committee
HB 833 SB 416	Animal Cremation Creating "Sevilla's Law"; requiring a provider of companion animal cremation services to provide certain individuals and entities with a written description of the services that the provider offers; requiring the written description to include a detailed explanation of each service offered; requiring certain providers to include a certification with the returned animal's cremation remains; providing powers of the Department of Agriculture and Consumer Services, etc.	Died in committee

FLORIDA BILLS TO WATCH FOR THE 2022 LEGISLATIVE SESSION

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<p>HB 435</p> <p>SB 420</p>	<p>Animal Abuse</p> <p>Increasing the criminal penalties for sexual activities involving animals; assigning an offense severity ranking for sexual activities involving animals for purposes of the Criminal Punishment Code; increasing the offense severity ranking for fighting or baiting animals for purposes of the Criminal Punishment Code, etc.</p>	<p>Died in committee</p>
<p>HB 723</p> <p>SB 448</p>	<p>Veterinary Telehealth</p> <p>Citing this act as the "Providing Equity in Telemedicine Services (PETS) Act"; defining the term "telemedicine"; authorizing veterinarians to practice telemedicine; requiring veterinarians using telemedicine to establish a veterinarian/client/patient relationship and meet certain professional standards; authorizing employees, agents, or contractors of animal control authorities to administer rabies vaccinations under certain circumstances; providing that a supervising veterinarian assumes responsibility for any person vaccinating animals at the supervising veterinarian's discretion or under his or her supervision, etc.</p>	<p>House: Passed 118 yeas 0 nays</p> <p>Senate: died in committee</p>
<p>HB 721</p> <p>SB 614</p>	<p>Authorization of Restrictions Concerning Dangerous Dogs</p> <p>Authorizing certain housing authorities to adopt certain ordinances, rules, or policies relating to dangerous dogs; removing an exemption for local ordinances adopted before a specified date which pertain to dogs that have bitten or attacked persons or domestic animals, etc.</p>	<p>House: died in committee</p> <p>Senate: Passed 35 yeas 0 nays</p>
<p>HB 711</p> <p>SB 238</p>	<p>Endangered & Threatened Species</p> <p>Directing the Fish and Wildlife Conservation Commission to protect certain endangered or threatened species, regardless of the status of their federal classification; prohibiting the commission from considering certain costs when designating a species as endangered or threatened; directing the department, in consultation with the Endangered Plant Advisory Council, to protect certain endangered or threatened species, regardless of the status of their federal classification; prohibiting the department from considering certain costs when designating a species as endangered or threatened, etc.</p>	<p>Died in committee</p>
<p>HB 87</p>	<p>Criminal History in Professional Licensing Applications</p> <p>Revises period of time when conviction, or any other adjudication, for crime may not be grounds for denial of licensure in specified professions; provides exception; removes provision requiring good moral character for licensure in such professions; requires applicable board to approve certain educational program credits offered to inmates in certain institutions or facilities for purposes of satisfying training requirements for licensure in specified professions.</p>	<p>Died in committee</p>
<p>HB 6001</p> <p>SB 1118</p>	<p>Verification of Employee Eligibility by a Private Employer</p> <p>Removes option for private employer to verify person's employment eligibility using specified federal form; removes requirement that private employer maintain records for specified length of time; removes authorization for certain persons & entities to request, & requirement that private employer provide, documentation relating to person's employment eligibility.</p>	<p>Died in committee</p>
<p>HB 2041</p>	<p>Zoo Miami Expansion / Renovation of Animal Hospital</p> <p>Provides an appropriation for the Zoo Miami Expansion/Renovation of Animal Hospital.</p>	<p>Died in committee</p>