

The Michigan

VETERINARIAN

A magazine of the Michigan Veterinary Medical Association



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michigan veterinary medical association

*Professional excellence.
Compassionate care.*

UPDATES



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RECENT TESTIMONIAL



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Dr. Brent Helgoth, Sunset Coast Veterinary Clinic



NEW BRAND & LOGO, SAME COMPANY

Sometimes, you need to freshen up things! You might have noticed we've changed some things up a bit. To get with the times, we have updated our brand and logo, while still providing top-notch services to our clients for 20+ years!

UNDERSTANDING YOUR KPIS AND EVALUATING YOUR PRACTICE'S PERFORMANCE

Payroll and Cost of Goods Sold (COGS) have been on the rise year over year, affecting profitability.

It is crucial to ensure that you are in control of your biggest expenses.



Scan to request time to discuss

TPSG MICHIGAN PRACTICE LISTINGS

- **Southern Michigan in Kalamazoo Area. Gross \$1.3M.** Well-equipped, small animal, computerized practice in an excellent facility. Staff includes an associate DVM, an LVT, assistants, receptionists, and an office manager. (MI-9310)
- **Southern Michigan in Kalamazoo/Jackson Area. Gross \$1.43M.** Long standing, small animal practice with strong staff. Call for more information. (MI-9350)
- **Central Michigan. Gross \$1.2M.** Long-standing and well-equipped small animal practice. Facilities are well-maintained, and practice is well-staffed. Px is offered at \$730K, RE is offered at \$250K. (MI-9410)
- **COMING SOON - Western Michigan. Gross \$1.7M.** Small animal, with a well-maintained facility, and diagnostics. Call for more information. (MI-9525)



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The Three Cs of Association Membership:

Community



By Bonnifer Ballard, MLD, CAE

I want to take you through what I call the Three Cs of Association Membership: content, collaboration, and community. Over the next three issues, I will walk through why each of these is an important component to membership. I'm going to start with community because I think it's the least understood.

MVMA's membership has all personality types – introverts, extroverts, ambiverts, and so on. We also have a wide range of ages within the membership. I mention these two demographic points because they are at the heart of the topic of community.

One of the big benefits of joining organized vet med is the community that comes with it. You get community in two ways: attending an association event, and a professional network. I'll talk about community at events in a future article. I want to focus on the professional network. This is the group that you can turn to with a question or maybe that you vent to. It is that group that inspires you to think differently and that often energizes you. And I think this is where the magic happens.

As you move through your career and meet more people, you expand your potential for problem solving. It is not just your knowledge and experiences that you bring to bear on a particular situation, but that of others in your network. The really cool thing is that it works both ways. A professional network is a complex web of give and take in many directions. It isn't always about solving a problem. Sometimes it is merely connection and camaraderie.

It can be challenging for people new in their careers or perhaps more introverted or shy to build a professional network. That is why membership is so valuable. Organized vet



med gives you a forum for meeting and connecting with your network. And it's this professional network that keeps you fresh, energized, and learning.

None of us is an island. None of us, regardless of credentials has all the answers. To have a professional network is priceless. MVMA has you covered. Right now, events are the best way to meet and build your professional network, especially the conferences. And we will be expanding ways for members to connect with each other, to help you build community and stay connected. 🐾

Top 5 Tips for Building Your Network

1. Know what you're willing to share.
2. It's more than small talk. Ask meaningful questions.
3. It's about relationship building. Seek to find a connection.
4. Be open to offering help to someone. You know more than you think.
5. Think of networking like investing. It takes time to see a return.

Check out the blog article on the MVMA website for more on these tips.





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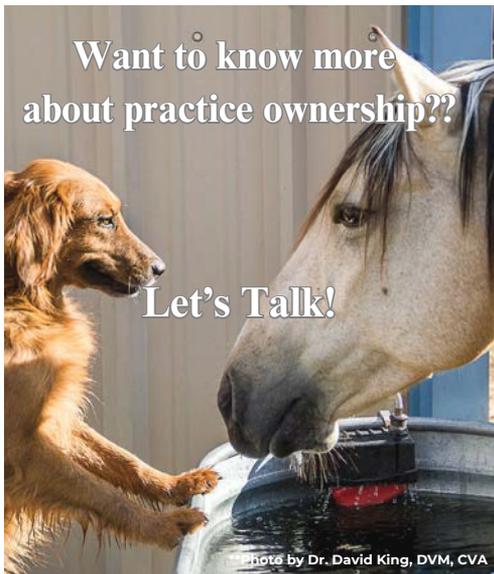
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Want to know more about practice ownership??



Let's Talk!

photo by Dr. David King, DVM, CVA



Current Practices for Sale in Michigan

MI: Southeast -New! North side of Detroit. Established, companion animal hospital in a great location with a long, positive history of serving clients from the region. The revenues are over \$2M and growing. It is housed in an attractive 4,300 sq. ft. facility with all the usual amenities **(MI409)**

MI: Coastal Southwest -Reduced price! Small animal clinic located only a mile from the shores of Lake Michigan. It is housed in a 3,000 sq. ft. facility with great visibility and that is well-equipped with digital x-ray, ultrasound and more. Both practice and real estate are for sale. **(MI328)**

MI: Western - NEW! Practice and real estate for sale! Small animal, general practice with revenues over \$1.1M. Housed in a 3,600 sq. ft. facility that is well-equipped. **(MI432)**

MI: Lower-central - Solo, companion animal hospital in close proximity to I-94 and 194/66. It is a solid practice in a good location. The practice is housed in an attractive facility with all the usual amenities. The owner is ready to retire so the practice is for sale and financing is readily available and the after-debt cash flow to the new owner is very good. **(MI423)**

MI: Eastern - Small animal practice located about an hour northwest of Detroit. It is an active and growing, solo practice housed in a well-maintained and well-equipped facility. The owner is ready to retire so both the practice and real estate are for sale. **(MI412)**

MI: Southern- Solo, small animal hospital located between Ann Arbor and Lansing, MI. It is a growing practice with hours that support a nice work/life balance. It is housed in a 2,000 sq. ft. facility that has all the usual amenities. Both practice and real estate are for sale. **(MI249)**

MI: Central - Established, solo, small animal hospital located in Lansing, MI. The practice is well-equipped and housed in an 1,800 sq. ft. facility with plenty of room for future expansion on the almost 4 acres of property. Both practice and real estate are for sale. **(MI407)**

MI: Eastern - Small animal clinic located in a delightful community north of the Detroit metropolis. The current owner has kept the practice small for a balanced life-work schedule but is still growing and up 20% this year. It is housed in a 1,200 sq. ft. facility with good visibility and easy off-street parking for clients. Both the practice and real estate are for sale. The owner will help with the transition. **(MI235)**

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Safeguarding **the Profession**

By Matt Hynes, DVM

Greetings MVMA professionals and associated veterinary industry team members! Matt Hynes, your MVMA president for 2025, here to give you a little update on our goals for this year, and provide some thoughts on discussions that will be coming up as we move forward.

So: what do we do at MVMA? Of course, we hope to be your primary source for local, in-state CE, and our conferences provide an invaluable opportunity to connect and share ideas, triumphs, and commiserate with those in our field most close to home. As 2025 progresses, we will be making some changes to our programming based on your suggestions during 2024, increasing options for pricing, as well as introducing additional content for our non-traditional CE tracks, and anticipate further additions to our conference accessibility and engagement offerings. Thank you for all the constructive feedback, members, and look out for more of your thoughts, like mentorship opportunities, photo booths/head shots, et cetera, to appear as well.

I am very proud to report that MVMA's legislative advisory wing has also been hard at work, protecting our profession and safeguarding our collective autonomy in this vast and many-faceted field we share. To sum up, MVMA helped to stop several bills, some of which would have changed the face of our VCPR in Michigan permanently, hobbled medical research in our state, and potentially changed the structure of future civil legal disputes in our field to include qualitative/emotional damages. Kudos and thanks to our team, and to those members who reached out to their representatives for their efforts.

Lastly, I'd like to mention that as a board, we have taken steps to review and revitalize our strategic plan this year. Our initial planning meeting was very productive, and incorporated many of the best thoughts and concerns expressed by our members. The future looks bright, so please expect more news on this as the process continues.

All that said, MVMA is a member-driven organization. Never hesitate to reach out to myself or your district board representative with matters you feel affect our profession. My next article will be on MVMA's continued DEI initiative, our philosophy behind it, and some thoughts on why, if 'DEI' immediately triggers a negative reaction, you may want to reconsider your position in this case... I know I did. It turns out, it's not about rules and restrictions, it's all about mutual respect and understanding for everyone who participates – colleagues, coworkers, clients, patients, and so on. If our profession itself serves diverse groups and interests in a diversity of ways, shouldn't that make this a discussion our state association really *must* have? I'll leave you with that to ponder in the meantime. Be well until next we speak! 🐾

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