



Presentation at BVA Congress

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London, UK

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INTRODUCTION

- Qualified in 1996
- Consulting nurse
- Business developer for Petplan
- October 2007 opened Price Less Pets



Qualified Vet Nurses
should be allowed to
give booster
vaccinations



What is a booster?

- To a pet owner



- To a Veterinary Surgeon



Client Survey

- Client questionnaire
- Collated by Onswitch
- 29% Response



Client Survey

- What do our clients want from us with regard to their pet's vaccinations?

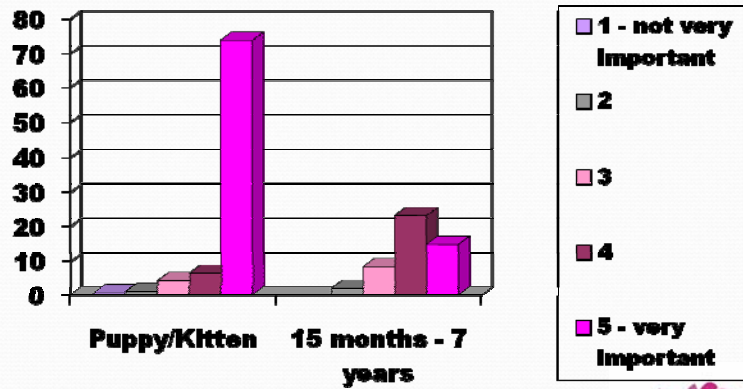


Client Survey

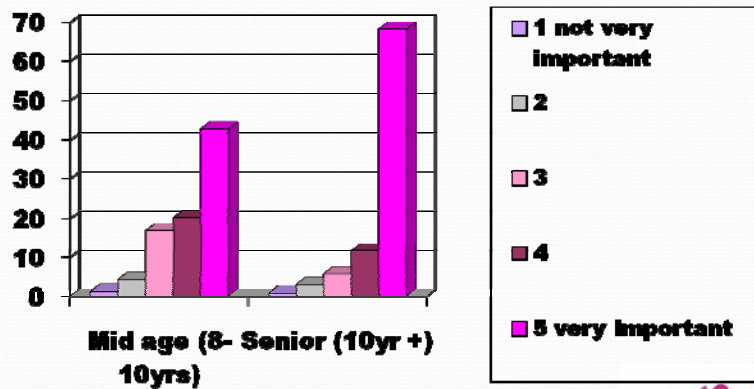
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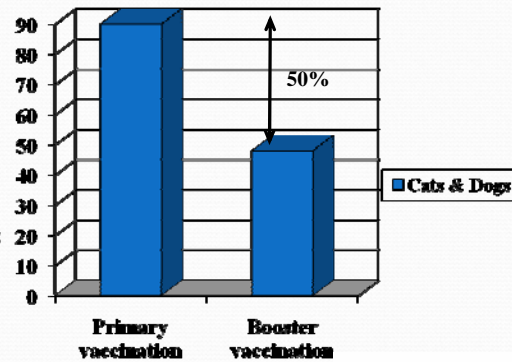


How important do you think a full medical examination is at the time of vaccination



Vaccination

- Of all puppies and kittens seen, 90% received primary vaccination
- Less than 50% continue to receive booster vaccinations throughout life



Why do pet owners not return for boosters?

- Education
- Perceived benefits
- Cost



Vaccinated pets and practice turnover

- Clients with vaccinated dogs and cats generated 52% of turnover



QVN Boosters

**Allow Qualified Veterinary
Nurses to give booster
vaccinations**



QVN Booster vaccinations

- Dogs and cats 15 months to 7 years of age could be given the *choice* to see a nurse for their booster vaccination.



Benefits

- Reduces cost to client
- Increases :
 - Practice turnover
 - Client bond to practice
 - Sales of preventative health care products & services
 - VN job satisfaction



Conclusion

- Pet owners are aware of important ages
- Current numbers of unvaccinated pets
- “Vaccine clinics” are becoming popular



Conclusion

- Highly skilled Qualified Veterinary Nurses
- Increase:
 - Practice turnover
 - Numbers of vaccinated pets



Thank you

- Fort Dodge
- Onswitch

