**Achieving Practice Greatness**
Laura Boone, MBA
Executive Business Coach for Veterinary Practices, CEO California Veterinary Franchise, Fortune Management

**DESCRIPTION**
Learn how to maximize each business system in your veterinary practice, including an in-depth look into the areas of 5 areas of chart auditing, certain line-item and overhead controls, creating spending plans and budget controls, lines of accountability for impeccable office management and more!

Topics include:
How to create brand loyalty with your clients
WOW factor
How to create instant rapport with every client and retain them
How to ignite explosive practice growth year after year
How to maximize the 5 engines that drive your practice

**OUTLINE**

**Achieving Practice Greatness**
Three components to a successful veterinary business
Five business engines
Create a game plan that gets results
  a. A clear vision / decide
  b. Enrolling the team
  c. Financial strategies
  d. Understanding your numbers
  e. Clinical and technology
  f. Business systems that work
  g. Creating a marketing plan
  h. Our state of mind
  i. Communication is key
  j. Leaders leading leaders
     i. Effective coaching
  k. Invest in training
Advanced Business and Leadership Skills for the Veterinary Practice
Laura Boone, MBA
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DESCRIPTION
An advanced business course for practice owners, office and practice managers, associates, and team leads. This course includes everything you need to know about being a successful leader in the practice.

Topics include:
Learn the secrets to motivating your team to provide outstanding results with the Leadership Model
10 critical skills of every successful leader
How to enroll your team in the journey by using the Commitment Model
The language of leaders
Fresh strategies for building team spirit and unity

OUTLINE
Advanced Business and Leadership Skills for the Veterinary Practice
1. Five business engines

2. Vision
   a. Quality of a great leader
   b. Triggers that can cause crisis, transformation or innovation
   c. The ultimate success formula

People
   d. Maximization of human capital
   e. Practice agreements
   f. Sourcing accountability board
   g. Effective coaching

Finance
Systems
Technology
Marketing