

Meeting Speakers

Ray Ramirez, DVM

Dr Ramirez graduated from the University of Illinois, College of Veterinary Medicine (U of I, CVM) in 1986. He initially worked in a Chicagoland ER, then an AHAA hospital in Milwaukee. In 1989, he started doing relief work. He finally found a practice to buy in 2007, after working in over 100 practices in Wisconsin and Illinois.

Clyde Dunphy, DVM

As a practicing veterinarian for over 40 years in dairy, equine, mixed animal practice and small animal practice in New York and Illinois, Dr. Dunphy is a 1974 Graduate of the U of I CVM and attended the University of Illinois Executive Veterinary Program in Business Management. In addition, he participated in the American Animal Hospital Association management track for over 16 years, started three, successful veterinary practices in NY and Illinois. Dr. Dunphy currently is a Practice Management business speaker for Zoetis. Since retiring from clinical practice and ownership in January, 2015, he works as a consultant for veterinarians looking to buy or start a veterinary practice.

Dennis Thorton

Dennis Thornton is a Broker for Carr Healthcare Realty in Illinois. He has 14 years of healthcare industry experience providing him with insight into how to identify and negotiate the best lease or sale on your future vet clinic property. As a sales professional for 25 plus years, he also brings a vast amount of organizational and relationship skills to the real estate arena. Dennis holds a BS in Business Management from Bradley University in Peoria, IL. He enjoys the outdoors and spending time with his wife and two children.

Lynette Hemker, DVM

Dr. Lynette Hemker graduated from the U of I, CVM in 2006. After graduation, she began working at a mixed animal clinic in southern Illinois and purchased 50% interest in Greenville Veterinary Clinic in 2012. Dr. Hemker will share insights into management and employee issues for the new practice owner.



1121 Chatham Road
Springfield IL 62704

Register online at www.isvma.org

ISVMA Practice Ownership Seminar - Part 1



For Veterinarians

Veterinary Technicians,

Practice Managers

Buyer Strategies for Success

Speakers:

Ray Ramirez, DVM
Clyde Dunphy, DVM
Dennis Thorton
Lynette Hemker, DVM

Monday March 13, 2017

8:00 a.m. - 4:30 p.m.

8 hours of
Continuing Education for Veterinarians
and Certified Veterinary Technicians

Starved Rock Lodge &
Conference Center
Rt 178 & 71

AGENDA

7:30 - 8:00 a.m.

Registration/Continental Breakfast

8:00 - 9:50 a.m. —Ray Ramirez, DVM

Eight Things Attorneys, Accountants, and Practice Managers DON'T Tell You About Practice Ownership

Practice ownership is intimidating because so many DVMs realize there are gaps in their information. This 2-hour presentation fills in the gaps with needed information from people who have been there. Topics include:

- P-rimary Concerns
- R-regulatory Concerns,
- A-dvertising Cash,
- T-ime for Friends/Family,
- I-nventory
- C-ulture of Practice
- E-mployees

10:00 - 11:50 a.m. —Clyde Dunphy, DVM

So You Want to Own a Veterinary Practice?

This session explores:

- WHY do you want to own?
- HOW can you own a veterinary practice?
- WHEN you should consider ownership, and
- HOW to understand practice financials as they pertain to ownership

In addition, you will explore the parameters of practice ownership including debt, purchasing, evaluating value, and financing.

11:50 a.m.- 12:30 p.m. Lunch

12:30 - 2:20 p.m. —Dennis Thornton

Lease Negotiations and Real Estate Purchases

This overview covers commercial property issues, and then proceeds to an explanation of the lease/purchase process, including timing, funding, and negotiation. You will learn what common mistakes are made, as well as the pros and cons of leasing and purchasing.

2:30 - 3:20 p.m. —Lynette Hemker, DVM

Management and Employee Issues for the New Practice Owner

This session focuses on how the new owner transitions into management and includes strategies for retaining quality employees.

3:30 - 4:30 p.m.

Open discussion and Q & A

Meeting Location

Starved Rock Lodge & Conference Center
Rt 178 & 71
Utica, IL 61373

LODGING

A block of rooms for a discounted room rate is being held for this meeting. Please call the Starved Rock Lodge to make reservations at 1-800-868-7625

Pre-Registration Deadline

March 3, 2017

All registrants will be processed on-site after deadline.

Continuing Education

Attendance qualifies for 8.0 hours CE

Meeting Notes

Available for download on March 3, 2017. A link will be sent to you via email. Please provide your email to receive the link.

ISVMA Practice Ownership - Part 1 Buyer's Strategies for Success

REGISTRATION (*Photocopy if more than 1 attendee*)

Name of ATTENDEE as it will appear on name badge

Credentials—DVM, CVT, MS, etc. (when applicable)

Address

Address

City/State/Zip

Email address (required for registration confirmation)

REGISTRATION FEES \$ _____

Prior to March 3, 2017

DVM ISVMA Member \$175.00

DVM ISVMA Non-Member..... \$225.00

CVT/Practice Personnel \$125.00

LATE REGISTRATION FEE \$ _____

For registrations rec'd on or
after March 4, 2017 \$ 10.00

TOTAL ENCLOSED \$ _____

PAYMENT

To remit by check, send this form with payment to

ISVMA

1121 Chatham Road, Springfield IL 62704

*To submit payment by credit card, fax to 217.546.5633 or
mail to address above.*

Check One: MasterCard _____ VISA _____

Account # _____

Exp. Date: _____ **3 Digit Code** _____

Cardholder's Name _____

Cardholder's

Signature _____

Billing Address _____

(if different than above) _____