

Welcome to your next issue of

E-Source

An electronic newsletter highlighting veterinary issues for Illinois veterinarians



Volume II, Number 17

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Register Online for the ISVMA Spring Seminar!

The Illinois State Veterinary Medical Association (ISVMA) is proud to offer an excellent continuing education seminar designed to develop vital communication skills essential for each member of your practice team. Nationally acclaimed consultant Karyn Gavzer will present: **"It's Not What You Say; It's How You Say It – Tips and Strategies for Effective Client Communications."**

Karyn Gavzer is a practice management consultant specializing in marketing and training. She has worked in pet health care sales and marketing for over 15 years and served as director of marketing for the American Veterinary Medical Association. She has spoken on practice management and marketing at veterinary meetings around the world. Gavzer has an MBA and is a certified veterinary practice manager. She serves on the board of the Association of Veterinary Practice Management Consultants and Advisors.

ISVMA encourages teams to attend this program together in order to maximize the benefits of the

December 1, 2004

UI-CVM / ISVMA Job Fair

UI-CVM fourth year students are quickly preparing themselves for their first jobs in the veterinary profession. They are acquiring useful experiences in their long-awaited rotations and they are studying for their licensure exam when they have moments free to do so. At long last, the reality that they will be employed next year as doctors of veterinary medicine has hit home! It is time for their preparation to meet opportunity and the UI-CVM and ISVMA are jointly promoting a Job Fair to match prospective employers with these well-educated and well-prepared veterinarians to be.

As a result of the ISVMA Annual Convention date changing to November 2005, this will be the only organized opportunity for employers to meet with the College of Veterinary Medicine Class of 2005.

If you will be looking for a new employee, please register to be a part of the **Job Fair at the College of Veterinary Medicine on Saturday, January 29, 2005 between 10:00 a.m. – 4:30 p.m.** There will be tables available in our Atrium for you to display information about your employment opportunities. Between 10:00 a.m. and Noon there will be a sign up arrangement to provide you with a chance to actually hold initial interviews with students. These interviews will be set on a half hour appointment basis from 1:00 p.m. to 4:30 p.m.

This new format will provide a great opportunity for students to meet you and to engage in some initial interviews. For both employer and potential employee, half an hour is really only long enough to get some sense there might be interest in having a longer conversation. However these short appointments allow for many contacts in one afternoon and we assume any follow up visits would be more effective at the employment site.

As has been the case at ISVMA Conventions, there will be student resumes to review. We will have two books of resumes. One book will be students who will be available for initial interviews at the Job Fair. Another book will hold resumes of students who may be tied up with clinic responsibilities but would be interested in making an arrangement to

exciting and challenging growth opportunity. The seminar is designed to assist veterinary practices improve client relations, patient medical compliance and the practice's bottom line!

Register at www.isvma.org/springseminars.htm

REGISTER EARLY TO GUARANTEE
AVAILABILITY!

*There are only 150 spaces available at each of three regional locations for this very popular and useful program.

ISVMA thanks Fort Dodge Animal Health



for their generous sponsorship of this important continuing education program. Their support allows ISVMA to offer **"It's not what you say; it's how you say it -- Tips and strategies for effective client communications"** at a substantially reduced registration rate.

Students at UI-CVM and ISVMA Survey State's Veterinarians on Externship Programs

As many of you know, community practice is the route that most veterinary students take post-graduation. In order to further help its students prepare for their future careers, the University of Illinois, College of Veterinary Medicine and the ISVMA are working together to establish an organized externship program for veterinary students. This program would match students with practices in their area of interest throughout the State of Illinois. Each externship will be anywhere from 2-12 weeks in duration, and will have basic requirements set up that the student and the practice would each have to fulfill in order to ensure a positive experience for both.

We know that the veterinary students at the University of Illinois are anxious to learn about private practice from veterinarians all over the state. What we would like to find out is how much interest there is in the veterinary community in helping future veterinarians learn about the profession in the real world.

interview at another time. We will assist you in every possible way to get in touch with students who seem to have potential to fit the employment opportunity you are presenting.

During the entire day our Jobs Database will be available (including helpful support staff) for input of your job opportunities so graduating veterinarians from across the nation will have access to your information.

Register on-line at www.isvma.org/jobfair.htm

We look forward to seeing you at Job Fair 2005.

Contact Us

Please feel free to forward this issue of the E-SOURCE to veterinarians that are not receiving ISVMA's electronic newsletter. Any ISVMA member may subscribe to the E-SOURCE for free:

If you wish to add your name to the recipient list, send an e-mail to info@isvma.org and ask to receive the E-SOURCE newsletter.

Use the same procedure if you wish to unsubscribe from the recipient list.

UI VTH Oncology Services Announces New Clinical Trials

The U of I VCCC provides a wide variety of programs in basic and clinical cancer research. While their main focus is on clinical research in animals with spontaneously arising cancers, they also perform studies into the fundamental genetic changes which result in malignant transformation at a cellular level. Some of their most important research advances have been transferred to the treatment of human cancer patients.

The mission of their **clinical research** program is to investigate better therapies for the treatment of animals with cancer. Their clinical research is directed toward finding the best treatment for the cancer with the least side effects in the rest of the body.

While they offer a variety of standard treatment methods and investigational protocols, their main research thrust in the clinical area is toward the development of **targeted cancer therapies**. These therapies are aimed at the cancer cells specifically and therefore spare other normal cells.

To read more about the new clinical trials, visit <http://www.cvm.uiuc.edu/vth/clinical.html>

If your practice would consider being involved with this program, please fill out the form at www.isvma.org/extsurvey.htm. Your participation in this survey is most appreciated.

About the bird in this issue...

This issue includes a photo of a Northern Saw-whet Owl taken in January 1998 at the Middlefork Wildlife Management Area in Vermilion County, IL.

Thank you for your participation and support of ISVMA!

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