



# Christian Veterinary Mission



Christ's Love Expressed  
Through Veterinary  
Medicine

Psalm 100

Grateful

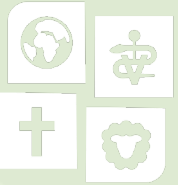
For the Lord is Good



# Diving Into Practice Ownership

Dr. Trisha and  
Andrew Kvasnica





# My Work History...

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Corporate experience:

Banfield (5 different locations), VCA, Vetco (formerly The Pet Vet)

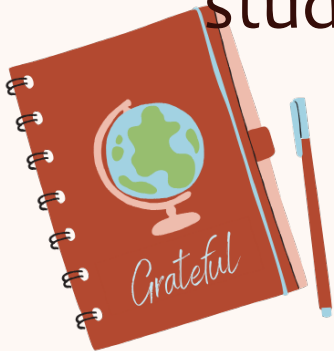
Private Practices:

Little Apple Vet, Westside Vet, Blue Hills Animal Hospital, Timber Creek Vet

Shelter Medicine at the Manhattan Animal Shelter with vet students for over 8 years

Emergency Clinic evenings/overnights in Topeka

House Calls (primarily home euthanasia) since about 2011



# Practice Ownership Attempts

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2012- Looked into buying a practice with a friend in Junction City

2015- Started process of opening a clinic next to a boarding facility, another vet signed a lease for that space before I did.

2016- Looked at another space to lease, but owner declined.

2021- Asked retirement aged vet if she plans to sell anytime soon and she told me no.



October of 2021, opened Wildcat Vet Services



Shout with joy to the Lord, all the earth  
worship the Lord with gladness.  
Come before Him, singing with joy.  
Acknowledge that the Lord is God!  
He made us, and we are His.  
We are His people, the sheep of His pasture.  
Enter His gates with thanksgiving;  
go into His courts with praise.  
Give thanks to Him and praise His name.  
For the Lord is good.  
His unfailing love continues forever,  
and His faithfulness continues to each generation.

Psalm 100



Christian  
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*Grateful*

I remember whining to God, so frustrated that he hasn't given me the "desires of my heart" and he very audibly said, "I did, but you rejected it."

He was right.

However, God is good and faithful and when the time was right, He opened another door!

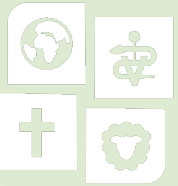


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We signed a 5 year lease in August 2021 and it was a race to get the place prepped and ready to see patients ASAP!!!





# What all is needed in a practice???

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Reception Area - Counter space, computers, chairs

Exam rooms - Countertops/cabinets, and we use grooming tables (way cheaper than stainless steel counterparts)

Pharmacy - cabinets, fridge

Surgery - Cabinets/countertops, surgery table, anesthesia machine, surgical light, autoclave, locked drug box bolted to wall, kennels

Office/desk space for docs, kennels, washer/dryer, freezer, staff fridge, storage space, isolation, bathroom, Lab equipment

Start small and continue to GROW!!!







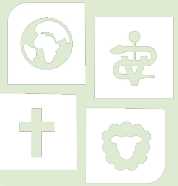
# Staffing

I started my clinic with a receptionist (who had never worked in a vet clinic before.) and an acquaintance from the animal shelter who was one of the tech assistants. And a vet friend that graduated 20 years ago and had never practiced a day.

I had spoken to one other reception/assistant that we would bring on depending on how busy we got and how quickly... It was about 6 months!

Since that time, we have added on staff as the need becomes critical... trusting God's guidance as well.





# Things to Consider if Buying an Existing Practice...

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What is the selling owner's exit strategy? Do they need to leave right away or a slow fade?

Do you get along with that owner? Practice similar medicine? Are they open to suggestions and change or seem set in their ways?

Do they allow people to be billed or not pay at time of services? How much existing debt is there? People will expect that to continue!

Will you own the building or lease it from that owner (or a company) and how are they as a landlord?

Is the staff happy? Will they know about this transition?

How will the clients learn about this change?





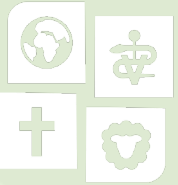
WILDCAT  
VET



TUTTLE CREEK  
PLAZA  
CUSTOMERS  
ONLY

WILDCAT  
VET

DR. K



# Things to Consider if Opening a New Practice...

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Do people already know you? Have you worked in the area?

Is there a need for another clinic? What makes you different?

Cost of land/building vs renting commercial space. How much remodeling will need to be done and cost of that?

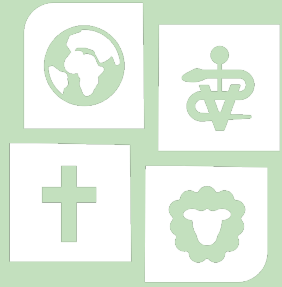
How will you find and hire staff?

Will your spouse work with you or continue their profession?

(This can be an entire lecture in itself!)



# Financial Considerations



Do you have good credit? Existing debt?

LOTS of banks see vet clinics as a safe business loan with an excellent repayment record so it's pretty easy to get a loan, but shop around. Some offers are better than others!

We borrowed \$100,000 from a bank for major equipment (Lab machines, x-ray for \$80,000) and then working capital (\$20,000) with a 5 year payback plan.

Vet suppliers also can have a line of credit and payment plan for either major equipment or consumable supplies



# Other Surprises!

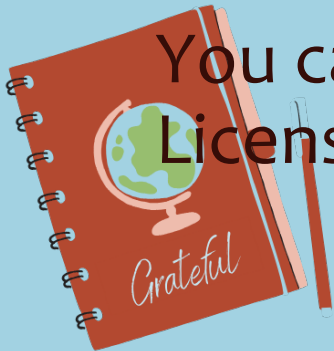
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There is a Governmental Agency that will find you and require you to purchase posters that must be seen regarding sexual harassment, rights in the workplace, proper handwashing techniques etc.

There is registration of X-Ray equipment that has to be paid yearly to the state

Owning an X-Ray machine is one cost, the software to SEE the images is another

You can't officially open until you have been inspected by the State Licensing board of Vet Med Examiners





# Other Lessons

Though it might feel good to help smaller companies get their foot in the door, they don't have good technical support and may actually have worse equipment (our x-ray machine was the only one in the continental US and died after 3 years!)

Firing people stinks.

Go ahead and spend more the first time.



# SO NOW WE ARE OPEN!!!

*Grateful*



We saw 2 patients each day the first week. That will make a doctor nervous!

Window chalk, “New home of Dr. K”

Lots of social media posts!

# Through another's eyes

How I got here...

Working with your spouse

...and all the other things

“Stay in your lane”

Communication, clarification and a listening ear

Bills, finances, income taxes, sales tax, and the like



# The Best Job in the World

Able to set the culture of the practice  
Hire staff that shares same values  
Everyone has a voice and “ownership”  
Can add in equipment easily  
Good relationships with reps  
Family friendly  
Can set hours/holidays/Saturdays  
Mentorship!  
Mission trips  
Giving in the community, schools, church



