

Overton Veterinary Services LLC

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Practice Management Division
Company Services & Development
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Veterinary Student Externship Program

Agenda

The following segments of the OVS business structure will be reviewed as time permits. Some practice aspects will receive more attention than others based upon time of year, current case load, etc. Your Externship Workbook has assignments in each area to be completed and reviewed during the Externship.

Cow – Calf

- Herd Health Program – conception to marketing
 - Heifer development
 - Breeding Soundness – cows & bulls
 - Ultra-sound pregnancy diagnosis
 - Calving
 - Fluid therapy regimes in scouring calves
- Pasture management
 - Rotational grazing
- Preconditioning
 - Weaning and Backgrounding calves
- Profit-Loss analysis of the cow-calf enterprise

Feedlot

- Procurement history of calves entering feedlot
- Cattle identification programs
- Diagnostic intervention – parasites, PI-BVD, BRD
 - Vaccination programs
 - Carcass Ultrasound evaluation
- Starting cattle on feed
- Calculating breakeven projections
- How to handle a “wreck”.
- Beef Quality Assurance

Equine

- Preventative Vaccination Program
- Soundness evaluation
 - Radiographic analysis of lameness
- Ultrasound pregnancy diagnosis
- Managing the BLM wild horse program
- Foot care and corrective horse shoeing.

Small Animal

- How a Large Animal Practice incorporates small animal services for their clients.

Laboratory

- Use of the IDEXX chemistry analyzer
- Ca, P, Mg profiles in cattle
- BUN & TP – significance in food animals
- Evaluating muscle damage, white muscle disease
- Failure of Passive Transfer in calves
- Fecal analysis – how to recommend strategic de-worming programs

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Nutrition

- Cow herd nutritional management
 - How to establish Inventory Requirements
 - Value of forage analysis
 - Formulating cow diets
- Critiquing feedlot diets
 - Limit fed vs full feed
 - Feeding and bunk management
- Interpreting mineral tags; is it the right vitamin-mineral supplement?
- Cattle nutritional requirements
 - DM, Protein, Fiber, Energy
 - Macro-elements
 - Micro-elements
 - Vitamins
- Cost analysis of feed programs

Business Operations

- Personnel management
 - Workforce Development Regulations
 - OSHA regulations
- Record keeping
 - AviMark Veterinary Practice Software
- Financial Management utilizing Quickbooks
 - Profit-Loss Statements
 - Balance Sheet
- Inventory Control
- Budget Analysis and fiscal success
- Professionalism and ethics