



MPV  
Lecture Series

## MPV Consulting Lecture Series 2010

In 2010 MPV Consulting will be providing a series of lectures around Australia at all capital cities and selected major regional centres. The specific dates are not set at the time of writing but are proposed for the May / June period. The accompanying expression of interest form will help determine the location of venues and numbers of lectures. Your help in this regard would be appreciated.

### *“Using Statistics to Manage Your Veterinary Practice”*

**Format:**

Proactive workshop style limited to 20 persons per lecture.

**Précis:**

The aim of the workshop is to be practical and useful. It will explore many areas that are not traditional lecture areas but are practically useable in any veterinary hospital. At the end of the day each participant should go back to their clinic and understand:

1. What constitutes a profitable and well managed Australian veterinary practice
2. What needs to be done to achieve this status
3. How performance can be measured using statistics
4. The rules that should never be forgotten

**Cost:**

First participant \$590. Additional participants \$450

**For session details see over page.**

## Proposed Session details



Session 1:

### What exactly is a 'profitable' practice?

- ❖ How to measure and benchmark profitability
- ❖ What constitutes profitability in Australian veterinary practices
- ❖ The factors that add up to profitability
- ❖ How to improve your practice profitability

Session 2:

### What constitutes real 'practice revenue performance'?

- ❖ How to measure and benchmark revenue performance statistically
- ❖ What constitutes good performance in Australian veterinary practices
- ❖ The idiosyncrasies of performance between practices

Session 3:

### Case studies of 4 veterinary practices.

- ❖ Case studies of MPV Profit & Expenses Surveys
- ❖ Case studies of MPV Performance Surveys
- ❖ Reference to MPV Fees Surveys
- ❖ Attendees will be encouraged to bring their own survey results to compare them to case studies

### Six mathematical rules that a veterinary practice manager should never forget

- ❖ 6 critical and basic mathematical rules

Session 4:

### The influence of fees on profit and performance

- ❖ How much do fees really affect profit and performance?

### Using statistics as KPI's and choosing the right ones

- ❖ Revision of statistics to date
- ❖ Introducing and using quantifiable statistics as KPI's
- ❖ Other KPI's not kept on your computer systems

Note: Proposed topics are subject to change without notice.

## Expressions of interest – fax to 07 3319 6227

Practice name: .....

Contact person: ..... Email: .....

Preferred centre for lectures: .....

Contact phone number: ..... Potential numbers attending: .....

Please contact me directly when lecture details are finalised: **Yes / No**

**Note:** this expression of interest does not constitute any form of commitment on your part. It is simply to assist us with determining likely numbers and location preferences.