

THE NEW VETERINARY BUSINESS MODEL PRODUCES RESULTS

- MORE PETS TREATED
- INCREASED REVENUE

CASE STUDY #1:

AN INCREASE IN NEW PAYING CLIENTS

Type of practice: Low cost veterinary hospital in Minnesota with 8 DVMs
Median Household Income: \$67,989
Median earnings per worker: \$38,608

Challenge: A low cost clinic that was still turning away too many clients that could not pay in full at time of service.

Resolution: Started offering VetBilling payment plans in September 2017

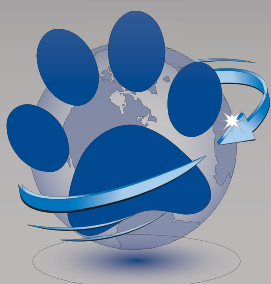
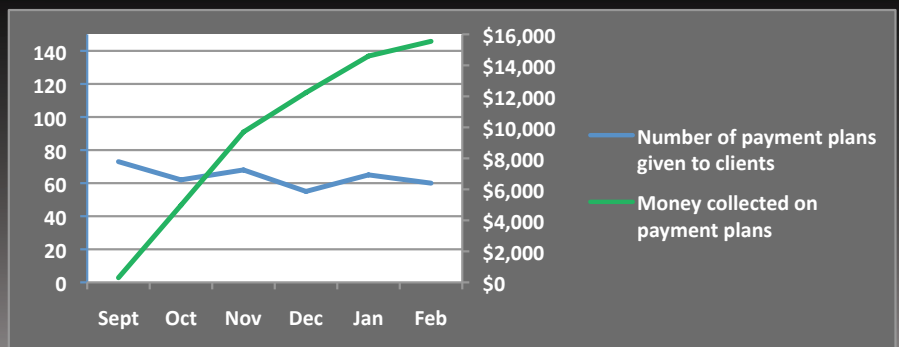
Outcome: By February 2018, receiving over \$15,500 per month in new revenue. They are projected to receive over \$200K in new revenue in 2018.

Average monthly payment amount:
\$73.79

Lowest monthly payment amount:
\$16.97

Highest monthly payment amount:
\$354.40

Average payment plan term:
4 months



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Photo Credit: ValerieBruder.com
Scout, VetBilling's office Otterhound

