

Lecture options for Tim Loonam DVM
and Michelle Winter, CVT, CVPM, CVJ

- Cat 1 – 3 lectures
- Cat 2 – 2 lectures
- Cat 3 – 4 lectures
- Cat 4 – 3 lectures
- Clinical – 7 lectures



TITLE	LECTURER	CATEGORY	AUDIENCE	TIME / OTHER
<i>Understanding Practice Financial Statements</i>	Tim Loonam, DVM	Cat 1 – Business Finances	All veterinary professionals. Meets VBMA Category 1 requirements An introduction to the Big Three – P&L Statement, Balance Sheet, Cash Flow Analysis.	50 mins (can be expanded to 100mins)
<i>Corporate Veterinary Medicine: Is Winter Coming...?</i>	Tim Loonam, DVM	Cat 1 – Business Finances	All veterinary professionals. Meets VBMA Category 1 requirements. Brief history and background of 'Corporate Veterinary Practices' and current status of our industry. How practices are 'recruited' and evaluated, what is 'capitalization' and private equity, and how can owners and associate prepare for a sale	50 min
<i>Chart of Accounts – What is it? And What Will it Do for Me?</i>	Michelle Winter, CVT, CVPM, CVJ	Cat 1 – Business Finances	All veterinary professionals. A chart of accounts is the structure that underpins financial reports. Learn how to build and use it to boost the value of financial reports.	50 min
<i>Intro to Practice Acquisition and Start up</i>	Tim Loonam, DVM	Cat 2 – Business Operations, Management and Ownership	Recent Graduates and Associates considering practice ownership, partnership, or start-up. Meets VBMA Category 2 requirement	Can be two 50 min lectures but best as 90-120mins. (Easy to solicit sponsorship by Vet Supply Distributors, Veterinary Lenders, etc)
<i>Fraud Prevention</i>	Michelle Winter, CVT, CVPM, CVJ	Cat 2 – Business Operations, Management and Ownership	All veterinary professionals. Learn the most common sources of fraud and how to protect them using separation of controls.	50 min
<i>How to be an Exam Room Super Hero</i>	Tim Loonam, DVM	Cat 3 – Business Leadership Skills	All veterinary professionals. Meets VBMA Category 3 requirements. How to bond with clients and maximize staff to be successful in the exam room or out on the farm.	50 min
<i>Veterinary Practice Leadership: We Need a Hero!</i>	Tim Loonam, DVM	Cat 3 – Business Leadership Skills	All veterinary professionals. Meets VBMA Category 3 requirements. Veterinary Medicine practices have enough managers...we need leaders at all levels! Discusses combating Imposter Syndrome and God Complex	50 or 100 min.
<i>What Got You Here Won't Get You There</i>	Michelle Winter, CVT, CVPM, CVJ	Cat 3 – Business Leadership Skills	All veterinary students and recent graduates/associates. The qualities it takes to successfully get through veterinary college, may not be the same qualities that will help you be a successful veterinarian. Learn how to prepare yourself for what's to come.	50 min
<i>Leadership in Action</i>	Michelle Winter, CVT, CVPM, CVJ	Cat 3 – Business Leadership Skills	All veterinary professionals. Learn what behaviors make a good leader and how to turn them into habits to make you the kind of leader people brag about.	50 min
<i>Careers In Military Veterinary Medicine</i>	Tim Loonam, DVM	Cat 4 – Career and Personal Development	Vet Students and recent graduates interested in careers in the US Army Veterinary Corps. Meets VBMA Category 4 requirement	50 or 100 min
<i>Job Search and Interview Seminar</i>	Tim Loonam, DVM	Cat 4 – Career and Personal Development	Best for students and new grads but applicable to all. Meets VBMA Category 4 requirement; also discusses the evidence behind whether to do an internship or not. Includes special 50-page veterinary-specific Job Search Guide.	Can be two 50 min lectures but best as 90-120mins (Easy to solicit sponsorship by Veterinary Recruiters i.e. Vet Net America)
<i>Finding The Perfect Practice</i>	Michelle Winter, CVT, CVPM, CVJ	Cat 4 – Career and Personal Growth	All veterinary professionals. If you've ever wondered how to know if you'll align well with a potential future employer, this is the talk you need to hear.	50 min

<i>Capnography and Anesthetic Ventilators: Improve Your Standard of Care</i>	Tim Loonam, DVM	Clinical	All veterinary professionals. Ventilators and capnography (monitoring end-tidal CO2) are underused and misunderstood in veterinary medicine, and can greatly increase the standard of care in anesthesia	50 min (Easy to solicit sponsorship by ventilator and capnograph manufacturers)
<i>Introduction to Pain Management</i>	Tim Loonam, DVM	Clinical	DVMs and Vet Techs/Assts; Recent Grads, Vet Students, LVT Students	Can be one 50 min lecture but best as 90-120 mins, or Part I and Part II in order to discuss Pain Management Techniques.
<i>Diabetes Demystified</i>	Tim Loonam, DVM	Clinical	All Veterinary Professionals	50 min
<i>Anemias Made Easy</i>	Tim Loonam, DVM	Clinical	All Veterinary Professionals	50 min
<i>Top 5 Anesthesia Complications: Are You Ready?</i>	Tim Loonam, DVM	Clinical	All Veterinary Professionals	50 min
<i>Vomiting and Diarrhea: What To Do After The Paper Towels</i>	Tim Loonam, DVM	Clinical	All Veterinary Professionals	50 min
<i>Intro to Equine Dentistry</i>	Tim Loonam, DVM	Clinical	All veterinary professionals	50 min