

# Leadership, Economics & Strategic Thinking:

MOVING FORWARD IN FELINE PRACTICE



2 0 0 9   S P R I N G   C O N F E R E N C E

March 7-9, 2009  
Marriott Savannah Riverfront Hotel  
Savannah, GA



# Leadership, Economics & Strategic Thinking:

MOVING FORWARD IN FELINE PRACTICE

## Agenda at a Glance

### Friday, March 6, 2009

- 1:00 - 4:00pm** Board Meeting  
**5:00 - 7:00pm** Meet & Greet Reception

### Saturday, March 7, 2009

Total: 6 CE hours

Exhibits open during breakfast, lunch, coffee breaks and at the end of the day.

- 7:30 - 8:00am** Breakfast  
**8:00 - 9:30am** **TRUE TALK™ Transforming Your Life Through Powerful Conversations and Module 1: REAL TALK: Getting 'Reality' on the Table, Jeff Thoren**  
**9:30 - 10:15am** **Module 2: WALK YOUR TALK: Discovering the Power of Purpose, Jeff Thoren**  
**10:15 - 10:45am** Morning Coffee Break with Exhibitors  
**10:45 - 11:45am** **Module 3: SELF TALK: Thinking About How You Think, Jeff Thoren**  
**11:45 - 3:00pm** Lunch on your own and time to explore Savannah  
**3:00 - 3:45pm** **Module 4: DON'T TALK: Telling Ain't Leading, Navigate Via Curiosity, Jeff Thoren**  
**3:45 - 4:30pm** **Module 5: TOUGH TALK: A Different Take on Challenging Conversations, Jeff Thoren**  
**4:30 - 5:30pm** Dinner and time with Exhibitors  
**5:30 - 7:00pm** **Module 6: HEART TALK: Watching Your Emotional Wake, Jeff Thoren**  
**7:00 - 7:30pm** Exhibitor Welcome Reception

### Sunday, March 8, 2009

Total: 6 CE hours

Exhibits open during breakfast, lunch, coffee breaks and at the end of the day.

- 8:00 - 9:00am** Breakfast with Exhibitors  
**9:00 - 10:00am** **Ms. Myths – Are There Gender Differences in Veterinary Medicine?, Darren Osborne**  
**10:00 - 10:30am** Morning Coffee Break with Exhibitors  
**10:30 - 11:30am** **Surviving the Arms Race: The Unimportance of Technology, Darren Osborne**  
**11:30 - 1:00pm** Lunch, Roundtable Discussions and Exhibits  
**1:00 - 3:00pm** **Real-Life Management Workshop, Part I, Darren Osborne**  
**3:00 - 3:30pm** Afternoon Coffee Break with Exhibitors  
**3:30 - 5:30pm** **Real-Life Management Workshop, Part II, Darren Osborne**  
**6:00 - 10:00pm** Optional Off Site Event - "Tales of the South—A True Southern Experience"  
Experience a Southern Trolley Tour, Mint Juleps and Southern Dinner, followed by a DJ and dancing.

### Monday, March 9, 2009

Total: 6 CE hours

Exhibits open during breakfast, lunch, coffee breaks and at the end of the day.

- 7:30 - 8:30am** Breakfast with Exhibitors  
**8:30 - 10:00am** **Just What is Strategy Anyway?, Logan Jordan**  
**10:00 - 10:30am** Morning Coffee Break with Exhibitors  
**10:30 - 11:30am** **Competing in Fragmented Industries, Logan Jordan**  
**11:30 - 1:00pm** Lunch, Roundtable Discussions and Exhibits  
**1:00 - 2:00pm** **Competitive Advantage in Health Care Delivery, Logan Jordan**  
**2:00 - 3:00pm** **How to Build a Better You Part I, Bryan Dodge**  
**3:00 - 3:30pm** Afternoon Coffee Break with Exhibitors  
**3:30 - 5:00pm** **How to Build a Better You Part II, Bryan Dodge**  
**5:00pm** Conclusion of Day Three and Conference



## *Distinguished Faculty*

**Bryan Dodge**, International Author and Educational Speaker, Dallas, TX

**Bryan Dodge** is one of America's most popular speakers on the subject of personal and professional development. Nearly 20 years ago, in his home in Colorado, Bryan began to study success habits and ways to bring these proven techniques to the marketplace. As an avid student of success principles, he used much of what he discovered to personally change his own life. He developed a business in marketing that has presented these materials to many major corporations throughout the United States and Canada. The growth of this business venture prompted him to move to the Dallas area over a decade ago where the opportunity for progress was even greater. Soon, Bryan's reputation spread throughout the United States and he found himself in demand as a guest speaker at service club luncheons, business conventions, and other dynamic organizations.

**Logan Jordan**, Associate Dean, Purdue University, Krannert School of Management, West Lafayette, IN

**Logan Jordan, Ph.D.**, is associate dean for administration at the Krannert School of Management at Purdue University. At Krannert Logan's responsibilities include oversight of the school's infrastructure and support services operations. Logan's Ph.D. is in strategic management and he instructs on a variety of strategy topics, including the management of innovation and technology. He has taught in the Krannert School's undergraduate, masters, and executive programs as well as management development programs for Lucent, Pfizer, Cendant, Case Corporation and Owens-Illinois. For the last ten years Logan has instructed the Strategic Thinking module in Purdue's American Animal Hospital Association Veterinary Management Institute.

**Darren Osborne**, MA, Director of Economic Research, Ontario Veterinary Medical Association

**Darren Osborne** is the Director of Economic Research for the Ontario Veterinary Medical Association (OVMA) and Economic Consultant for the Veterinary Hospital Managers Association (VHMA) and Canadian Veterinary Medical Association (CVMA). Through the VHMA, the CVMA and OVMA, Darren conducts economic research and analyses data in order to provide hundreds of veterinarians and hospital managers across North America with Economic Reports, Personal Benchmark Reports, Reports on Compensation and Benefits for Associate Veterinarians and Non-DVM Wage Reports. Alongside economic research, Darren regularly surveys thousands of pet owners across North America to prove that price takes a back seat to relationship issues when making a decision to go to the veterinarian. More recently, Darren has created a Practice Value Estimate that shows practice owners how much their practice is currently worth. Darren Osborne attended York University and completed his Master's Degree in Economics in 1992. Since that time, he has been immersed in veterinary medicine as a consultant, author, speaker and student of the industry. Darren has been around long enough to know that a lecture on economics is a great cure for insomnia. To offset this, Darren promises to entertain, amuse, offend (only slightly) and enlighten.

**Jeff Thoren**, DVM, Gifted Leaders Founder, ICF Certified Coach, MBTI Qualified, Practitioner

**Dr. Jeff Thoren** is the founder of Gifted Leaders LLC. His personal mission is to bring joy and fulfillment to individuals and to transform organizations into renewed workplaces by emphasizing effective leadership by nurturing a positive and inspiring team culture. This passion for leadership and effective organizational culture has developed over a 23-year professional career including experience in both private and corporate sectors. An International Coach Federation certified-coach trained at the Adler School of Professional Coaching, Jeff has a strong interest in liberating personal and organizational potential, particularly through one-to-one coaching relationships with others. His passion is to help people live authentic and meaningful lives. A graduate of Washington State University with a bachelor's degree in Veterinary Science (1981) and a Doctor of Veterinary Medicine Degree (1984), Jeff worked as an associate veterinarian in small animal practice in western Washington from 1984-87. In 1987, he left private practice to serve as a Professional Service Representative with Hill's Pet Nutrition. He stayed with Hill's until 1994 when he joined Novartis Animal Health as the Regional Technical Manager for the Pacific Sales Region before moving to Greensboro, NC, as Associate Manager of Professional Services in 1995. He became Manager of Professional Services in 1998. From October 2000 through June 2005, Jeff served as the Director of Professional Recruitment and Development for Pet's Choice, Inc., a family of 46 community veterinary hospitals and specialty practices in five U.S. States. His primary goal there was to help transform Pet's Choice into an employer of choice within the veterinary profession.

# Agenda



## Friday, March 6, 2009

**1:00 - 4:00pm**

Board Meeting

**5:00 - 7:00pm**

**"Meet and Greet" Reception**



Sponsored by  
Fort Dodge

The AAFP invites all attendees to this informal "Meet and Greet." Our goal is to help new members and first time conference attendees get the most out of their experience at the AAFP Conference. We hope this opportunity will encourage networking, create a time to share stories, discuss what you are looking to take away from this conference, and how the AAFP may play a role in your future.

Please join us for an informal orientation, where you will meet members of the AAFP Board of Directors and Committee Chairs to gain insight into how you will benefit from the conference and membership in the American Association of Feline Practitioners.

## Saturday, March 7, 2009

**Total: 6 CE hours**

**Exhibits open during breakfast, lunch, coffee breaks and at the end of the day.**

**7:30 - 8:00am**

Breakfast

**8:00 - 9:30am**

**Introduction and Module 1**

**Jeff Thoren, DVM, Gifted Leaders Founder, ICF Certified Coach, MBTI Qualified, Practitioner**

**Title of the Day: TRUE TALK™ Transforming Your Life Through Powerful Conversations**

Leadership in today's world is less about the power of one, and more about the collective wisdom of many. Everyone must foster strong, meaningful relationships and understand that success occurs one conversation at a time. In this program you'll study some of the specific attitudes and skills required to encourage open and honest dialogue and to face difficult or challenging conversations. And you'll enhance your ability to communicate more authentically and to develop others. This program will also help you to create a climate of collaboration and trust that results in true ownership, responsibility, and accountability. As a participant, you can expect to achieve the following:

- Heightened self-awareness
- Greater understanding of others
- Enhanced ability to communicate and build trust with others
- Sustainable behavior change as you learn to coach yourself and others to new heights of effectiveness

**Module 1: REAL TALK: Getting "Reality" on the Table**

Discover how to build the capacity for authentic dialogue where everyone's input and ideas are valued and considered. Authentic, two-way dialogue capitalizes on everyone's strengths, experience and wisdom and, in a work setting, leads to better performance and competitive advantage. Learn how to identify and eliminate common blocks to dialogue and to get everyone's "reality" on the table to improve communication and make better decisions.

**9:30 - 10:15am**

**Module 2: WALK YOUR TALK: Discovering the Power of Purpose**

**Jeff Thoren, DVM, Gifted Leaders Founder, ICF Certified Coach, MBTI Qualified, Practitioner**

Find out how to live and work "on purpose" and be the kind of person who others place their trust in and willingly choose to follow. Authenticity is a powerful attractor. Being authentic - either individually or collectively - means being clear about who you are, where you're going, and how you're going to get there and insuring that your actions are appropriately aligned with your vision. And once we understand our unique gifts, values and purpose, we can then move on to effectively serve the needs of others.



Saturday, March 7, 2009 *continued*

Total: 6 CE hours

Exhibits open during breakfast, lunch, coffee breaks and at the end of the day.

**10:15 - 10:45am** Morning Coffee Break with Exhibitors

**10:45 - 11:45am** **Module 3: SELF TALK: Thinking About How You Think**

**Jeff Thoren, DVM**, *Gifted Leaders Founder, ICF Certified Coach, MBTI Qualified, Practitioner*

Learn to recognize how the mindset and attitude you choose affects your personal growth and happiness as well as your relationships with others. We all have choices in how we respond to our circumstances. Unfortunately, through cumulative life experience we have a well-developed "autopilot" - habituated behaviors and well ingrained perspectives about life and work that may or may not be serving us well. The key to developing more effective behaviors (and, therefore, better results) is to raise our awareness about how it is that we normally operate so that we can make an intentional and conscious decision about whether that's consistent with who we really want to be.

**11:45 - 3:00pm** Free time for attendees to explore Savannah; schedule a spa treatment, stroll down historic River Street or go sit on the bench with Forest Gump and enjoy a box of chocolates.

**3:00 - 3:45pm** **Module 4: DON'T TALK: Telling Ain't Leading, Navigate Via Curiosity**

**Jeff Thoren, DVM**, *Gifted Leaders Founder, ICF Certified Coach, MBTI Qualified, Practitioner*

Explore how to make an attitude of curiosity plus powerful questioning and listening skills work for you to create an atmosphere of mutual learning and problem solving. Becoming a good listener is a terrific way to gain attention and win people over. Asking powerful questions allows evokes discovery, insight, commitment and action plus it opens the door to creating greater clarity and new learning.

**3:45 - 4:30pm** **Module 5: TOUGH TALK: A Different Take on Challenging Conversations**

**Jeff Thoren, DVM**, *Gifted Leaders Founder, ICF Certified Coach, MBTI Qualified, Practitioner*

Discover how to face challenging conversations by being transparent - an approach to communication that is more direct, more honest, more collaborative, and more effective. When it comes to difficult conversations and confrontations, we're all experts at avoiding them (or, at least, handling them poorly), but reframing the context to being in front of an issue "with" someone can take much of the heat out of the conversation. Effective communication in these situations involves sharing the motive behind the message with no hidden agendas, trusting your intuition, offering thoughts and opinions without attachment, and inviting others to do the same.

**4:30 - 5:30pm** Dinner and time with Exhibitors

**5:30 - 7:00pm** **Module 6: HEART TALK: Watching Your Emotional Wake**

**Jeff Thoren, DVM**, *Gifted Leaders Founder, ICF Certified Coach, MBTI Qualified, Practitioner*

Learn how to be aware of the emotional wake you're creating for others and take responsibility for making it a positive one. Everything we say or do leaves an emotional wake, either positive or negative. The smallest of interactions with others can have an enormous influence on how they perceive you. It's critical to reconcile being real, saying what needs to be said and being responsible for the emotional wake you create. Doing so will build capacity and commitment in others through building positive relationships.

**7:00 - 7:30pm**



Sponsored by  
Bayer

**Dessert at the Exhibitors Welcome Reception**

What better way to end the day than with some chocolate and wine?



# Agenda



Sunday, March 8, 2009

Total: 6 CE hours

Exhibits open during breakfast, lunch, coffee breaks and at the end of the day.

**8:00 - 9:00am** Breakfast with Exhibitors

**9:00 - 10:00am** **Ms. Myths – Are There Gender Differences in Veterinary Medicine?**

**Darren Osborne**, Director of Economic Research, Ontario Veterinary Medical Association

Veterinary medicine is well on its way to being predominantly female. A recent study compares and contrasts fees, management, hours worked and lifestyle choices between male and female practices. What impact will feminization have on the veterinary practice of the future?

**10:00 - 10:30am** Morning Coffee Break with Exhibitors

**10:30 - 11:30am** **Surviving the Arms Race: The Unimportance of Technology**

**Darren Osborne**, Director of Economic Research, Ontario Veterinary Medical Association

How important is technology to a feline veterinary practice? Information from client surveys shows the importance of having “excellent medical knowledge,” but how much is too much? This session will provide a real-life cost-benefit analysis on the newest equipment. How much does that lazer, in-house lab and digital X-ray really cost you?

**11:30 - 1:00pm** Lunch, Roundtable Discussions and Exhibits

**1:00 - 3:00pm** **Real-Life Management Workshop, Part I**

**Darren Osborne**, Director of Economic Research, Ontario Veterinary Medical Association

Economically speaking, feline practices should outperform general practice. Feline practices have greater revenue potential and more opportunities for lower expenses. The result should be higher incomes, but this is rarely true. Find out why feline practices generally under perform when compared to general practices. Using real-life stories and industry benchmarks, this session will explore how successful feline practices are managing their practices and what you need to do to take your practice there.

**3:00 - 3:30pm** Afternoon Coffee Break with Exhibitors

**3:30 - 5:30pm** **Real-Life Management Workshop, Part II**

**Darren Osborne**, Director of Economic Research, Ontario Veterinary Medical Association

**5:30pm** Conclusion of Day Two

**6:00 - 10:00pm**

Optional Off Site Event - “Tales of the South—A True Southern Experience”

Experience a Southern Trolley Tour, Mint Juleps and Southern Dinner, followed by a DJ and dancing.

See page 8 for additional information.



 Nestlé PURINA

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Merial and  
Nestlé Purina



Monday, March 9, 2009

Total: 6 CE hours

Exhibits open during breakfast, lunch, coffee breaks and at the end of the day.

**7:30 - 8:30am** Breakfast with Exhibitors

**8:30 - 10:00am** **Just What is Strategy Anyway?**

**Logan Jordan**, Associate Dean, Purdue University, Krannert School of Management, West Lafayette, IN

In this session we introduce the general concept of strategy. We will explore how a strategy is connected to a practice's mission, vision and value set. We will also discuss how strategies are formed, via a thorough analysis of both the external competitive circumstances a practice faces and the internal resources and capabilities they possess.

**10:00 - 10:30am** Morning Coffee Break with Exhibitors

**10:30 - 11:30am** **Competing in Fragmented Industries**

**Logan Jordan**, Associate Dean, Purdue University, Krannert School of Management, West Lafayette, IN

The veterinary practice field is an excellent example of what economists call a fragmented industry. Fragmented industries are industries in which no subset of competitors has a large share of the marketplace (contrasted with say, automobiles or parcel delivery). We will discuss ways in which different players have tried to "consolidate" the industry, and how they may have succeeded or fallen short. We will seek to measure the strengths and weaknesses in these other models — allowing us to explore how independent feline veterinary practices can compete with them effectively.

**11:30 - 1:00pm** Lunch, Roundtable Discussions and Exhibits

**1:00 - 2:00pm** **Competitive Advantage in Health Care Delivery**

**Logan Jordan**, Associate Dean, Purdue University, Krannert School of Management, West Lafayette, IN

We will use a video on human health care in a case discussion of some of the tools we have learned. A special focus will be made on how a practice's strategy must "fit" the resources and capabilities available so that the various elements of the business model work together. Particular attention will be paid to the role of the business model in a service business.

**2:00 - 3:00pm** **How to Build a Better You Part I**

**Bryan Dodge**, International Author and Educational Speaker

Professional speaker, author, and radio show personality Bryan Dodge will open your mind and heart to help you focus on the most essential aspects of life. Most importantly, he will inspire you to reach your full potential with your family and career. To accomplish this goal, Bryan teaches a stair-step method on how top producers and effective leaders keep on the cutting edge and achieve excellence. Bryan's message on professional growth and personal development focuses on three key areas. First, he will show you how to have your best year ever. Second, he will coach you on how to create consistent upward growth in your life. Third, he will train you on how to harness the power of personal energy and tap its unlimited supply. Bryan touches his audiences through his own gift of love and encouragement and helps them have a clearer vision to make right choices. The best part of his message is that his delivery style makes learning fun and memorable!

**3:00 - 3:30pm** Afternoon Coffee Break with Exhibitors

**3:30 - 5:00pm** **How to Build a Better You Part II**

**Bryan Dodge**, International Author and Educational Speaker

**5:00pm** Conclusion of Day Three and Conference



# General Conference Information

## Dates to Note on Your Calendar

4 weeks prior: **Monday, February 2, 2009**  
Early Bird Deadline, Cancellation Deadline and Hotel Reservation Deadline

## Why You Should Attend

This focused theme of, *“Leadership, Economics & Strategic Thinking - Moving Forward in Feline Practice”* will update and inform the participants through a mix of interactive workshops and lectures. Seasoned practice owners and emerging leaders will gain a balanced mix of personal skills and management decision-making tools to enhance their effectiveness, increase their enjoyment, and improve the bottom line.

## Continuing Education Credits

The American Association of Veterinary State Boards RACE has approved this program as meeting the Standards adopted by the AAVSB. This program will be included on the AAVSB's Website ([www.aavsb.org](http://www.aavsb.org)), Program Number: 249-4888

This program was reviewed and approved by the AAVSB RACE program for:

- Number of Hours of CE for Veterinarians: 18.00 (maximum for one veterinarian: 18.00)
- Number of Hours of CE for Veterinary Technicians: 18.00 (maximum for one veterinary technician: 18.00)

Please contact the AAVSB RACE program at [race@aavsb.org](mailto:race@aavsb.org) should you have any comments/concerns regarding this program's validity or relevancy to the veterinary profession OR contact the AAFP Office for further information at [info@catvets.com](mailto:info@catvets.com).

### General Conference

Day 1: Saturday, March 7, 2009 = 6.0 CE hours  
Day 2: Sunday, March 8, 2009 = 6.0 CE hours  
Day 3: Monday, March 9, 2009 = 6.0 CE hours

## Registration

**Early Bird Registration:** The early bird deadline is **Monday, February 2, 2009**

Full Three Day	By 2/2/09	After 2/2/09
AAFP /ESFM Members	\$525.00	\$625.00
Non-Members	\$625.00	\$725.00
Veterinary Technicians	\$175.00	\$250.00
Practice Managers	\$175.00	\$250.00
Students	\$ 50.00	\$ 70.00
One Day	\$195.00	\$225.00

## Cancellation Policy

Cancellation must be received in writing either via fax to (908) 292-1188 or email to [info@catvets.com](mailto:info@catvets.com). Cancellations received by **Monday, February 2, 2009** will receive a refund minus a \$50.00 administrative fee. Cancellations received after **Monday, February 2, 2009** will not be eligible for refunds. Please note that if you cancel your conference registration, it does not constitute cancellation of your hotel reservation – that is your responsibility.

## Conference Proceedings

We realize that not every attendee is the same, so we are giving you two options for how you would like to receive your conference proceedings. In order to save printing costs and stabilize registration fees, printed proceedings are offered for a separate fee, and will not be automatically included in the registration fee.

- 1. Online Proceedings:** Each registered attendee will receive complimentary online access to the conference proceedings on the AAFP website prior to the event. You will receive an e-mail with login information approximately 3 weeks prior to the event.
- 2. Printed Book:** You may pre-purchase a Printed Proceedings Book for \$55.00



# General Conference Information

## Traveling to the Conference

### Area Airports:

Savannah/Hilton Head International Airport - SAV  
(912) 966-3743  
<http://www.savannahairport.com/>  
Hotel direction: 10.0 mi W

### Driving Directions:

Take I-95 south to I-16 East until it ends and turns into Montgomery Street. Right on Bay St. Follow Bay St you will see Marriott on Left Side. ***This hotel does not provide shuttle service.***

**Estimated taxi fare:** 20.0 USD (one way)

### Other Transportation:

**Bus Station:** Greyhound (1 mi W)  
**Train Station:** Amtrak (6 mi SW) AIRPORT

### Parking:

On-site parking, fee: 15 USD daily  
Valet parking, fee: 20 USD daily

## Hotel Information

### Savannah Marriott Riverfront

100 General McIntosh Boulevard  
Savannah, Georgia 31401 USA  
Phone: 1-912-233-7722 Fax: 1-912-233-3765  
<http://www.marriott.com/hotels/travel/savrf-savannah-marriott-riverfront/>



Located on the Historic Riverfront connected to world-famous River Street via the Riverwalk. River Street offers over 68 unique shops, taverns, and restaurants. The Savannah Riverfront is within easy walking distance of the Historic District where guests can enjoy the beautiful squares, historic house museums, art galleries and antique shops.

The AAFP is pleased to offer the following special rates for this conference: **Deadline for the group room rate is February 2, 2009** based on availability in the room block. **Please request the group rate for "American Association of Feline Practitioners (AAFP)."** Individuals are requested to call the hotel at **912-233-7722** or **800-285-0398**.

**Single / Double Occupancy: \$168.00**

**Additional Person: \$20.00**

Hotel room rates are subject to applicable state and local taxes (currently 13% plus \$1.00 city occupancy fee) in effect at the time of check-in.

All reservations must be guaranteed and accompanied by a first night room deposit, or guaranteed with a major credit card. Guest rooms will be confirmed for standard City view Rooms. Upgrades to Riverfront/Riverview Rooms may be available at an additional charge at check-in.

Check-In Time: 4:00pm / Check-Out Time: 11:00am

## Optional Off Site Evening Event



### Tales of the South – A True Southern Experience

Experience the music, history and the hospitality that is Savannah! Join AAFP for an evening of southern elegance, lively entertainment and down-home fun. We'll explore the city's rich and colorful history aboard the Old Town Trolley. Our tour guides, "The Savannah Hat Ladies," will share their Tales of the South with all the charm and passion for which the city is known. Climb aboard the trolley, sip on a Mimosa and take in the historic surroundings as well as famous movie locations such as "Midnight in the Garden of Good and Evil," "Something to Talk About," and "Glory." After the Trolley Tour, you will be dropped off at Chippewa Square, which is one of the movie locations from a famous scene in "Forrest Gump". You will be greeted at the reception by southern gentlemen such as Rhett Butler, Jim Williams, Johnny Mercer and Forrest Gump. During this time you will have the opportunity to mingle in the square while enjoying famous Savannah Mint Juleps and hors d'oeuvres. Then it's just a stroll across the street to Bryson Hall, a unique art deco venue that once housed the exclusive Packard showroom in the early 1900s. Here, we'll enjoy the satisfying comfort of a home-cooked meal catered by the restaurant of the queen of Southern hospitality herself – TV Food Network

star and cookbook author, Paula Deen. During dinner we'll unwind to the soothing songs of Johnny Mercer, a Savannah icon. When the meal is complete, our DJ will turn it up and we will kick off our shoes, kick up our heels and dance the night away! The cost is \$35.00 per person and a cash bar will be available. A tale to remember, this true southern experience will be one night in Savannah that you won't want to miss.

## Exhibitors / Sponsors

**Sponsors** The following are confirmed sponsors for Savannah as of November 1, 2008

The AAFP would like to recognize and thank the following companies for their sponsorships. We welcome additional companies who would like to support AAFP in any way. Please contact the office at [info@catvets.com](mailto:info@catvets.com) for sponsorship opportunities. Please note that sponsorships are open to everyone and you do not have to be an exhibitor to be a sponsor.

### Platinum Partnership Program Sponsor



Meet & Greet

### Diamond Partnership Program Sponsor



Exhibitors Welcome Reception



Co-sponsor of the Off-site Event

### Silver Partnership Program Sponsor



Co-sponsor of the Off-Site Event

**Once again the AAFP has invited the top industry companies to exhibit at our conference.** Last year we had a sold out exhibit hall; this year we are expanding the hall to accommodate more companies. We encourage all conference attendees to make time to visit each exhibitor where you will not have a telephone to answer, a patient to cure, or a fur ball to clean up. Make the most of this time to ask your questions, test the equipment, learn about new products, network, and soak up all the information you can. Please support the suppliers who are supporting the AAFP through participation at this conference.

#### The exhibits will be open:

Day 1: **Saturday, March 7, 2009**

Day 2: **Sunday, March 8, 2009**

Day 3: **Monday, March 9, 2009**

Exhibits open during breakfast, lunch, coffee breaks and at the end of the day.

Exhibits open during breakfast, lunch, coffee breaks and at the end of the day.

Exhibits open during breakfast, lunch, coffee breaks and at the end of the day.

Be sure to stop by and visit with the exhibiting companies during breakfast, coffee breaks, lunch, and at the end of the day. The AAFP does not endorse the products or services of the companies that exhibit.

# VETERINARIAN MEMBERSHIP APPLICATION

## AMERICAN ASSOCIATION OF FELINE PRACTITIONERS (AAFP)



### CONTACT INFORMATION

Name \_\_\_\_\_  
FIRST M.I. LAST

Clinic/Practice/Company \_\_\_\_\_

Mailing Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_

Zip/PC \_\_\_\_\_ Country \_\_\_\_\_

Work Phone (\_\_\_\_\_) \_\_\_\_\_ Fax (\_\_\_\_\_) \_\_\_\_\_

E-mail Address \_\_\_\_\_

Website Address \_\_\_\_\_

Is the above address:  Home or  Office

**Practice Type:**  Feline Only  Small Animal  Mixed  Large Animal  
 Academia  Industry  Government  Other \_\_\_\_\_

**Would you like to be included in the "Find An AAFP Doctor" database that is posted on the AAFP website for public referrals?** (Please note we only list practice name, address, phone, and website we do not list personal information.)

Yes, include me in the database  No, do not include me in the database

**Would you like to be included in the AAFP Directory?**  Yes  No

### EDUCATION INFORMATION

Veterinary School \_\_\_\_\_ Year of Graduation \_\_\_\_\_

Diplomate of \_\_\_\_\_

### STUDENT PRECEPTOR PROGRAM

This is a program, which allows interested students to work with well-established practitioners. If you would consider having a preceptor program in your clinic, please check here and we will send you more information.

#### NOTICE OF CONSENT

I agree that an application to the AAFP constitutes consent to receive email, mail or fax from the association, and to make you aware of select products and services.

Signature \_\_\_\_\_ Date \_\_\_\_\_

### PAYMENT INFORMATION

Annual Veterinarian membership, payable on calendar year: **\$205.00**

Recent graduate membership: **\$125.00** (Graduated Veterinary School within the last year)

ESFM Members: Annual Veterinarian membership (No JFMS subscription): **\$115.00**

\* Membership is based on a calendar year January – December. AAFP does not prorate membership. If you join the association after November 1 of the current year, you will be paid through the following year. If you join in the middle of the year, the back issues of the Journal will be mailed to you.

Check or money order enclosed (payable to AAFP) in U.S. funds

Charge to:  Visa  MasterCard  American Express

Card No. \_\_\_\_\_ Expiration Date \_\_\_\_\_

**Note:** Contributions or gifts to associations which are exempt under IRS 501(c)6 are not tax deductible as charitable contributions. However, they may be deducted as ordinary and necessary business expenses.

**If you are paying by credit card please fax to: (908) 292-1188**

**If you are paying by Check please mail your check to: American Association of Feline Practitioners**

203 Towne Centre Drive  
Hillsborough, NJ 08844

**If you have any questions, email us at: [info@catvets.com](mailto:info@catvets.com) or call us at: (800) 874-0498**



American Association of **FELINE PRACTITIONERS**

203 Towne Centre Drive  
Hillsborough, NJ 08844-4693

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## REGISTRATION FORM - Spring Conference 2009

If you have any questions, please call (800) 874-0498 / (908) 359-9351 or email info@catvets.com

### EASY REGISTRATION:

- Online** Registration, visit the AAFP website, [www.catvets.com](http://www.catvets.com). If you are paying with a check you may still register online. OR, simply make a copy of this form and fax or mail to the office. Please keep the original for your records.
  - Fax** this form to (908) 292-1188.
  - Mail** this form with check to AAFP, 203 Towne Centre Drive, Hillsborough, NJ 08844.
- If the attendee is the same as the addressee above you only need to fill out your email address/phone number or if your contact address has changed. If the attendee is not the same as the recipient above please complete this information below.

NAME _____	WORK PHONE _____
PRACTICE / COMPANY _____	HOME PHONE _____
MAILING ADDRESS _____ <input type="checkbox"/> Check here if this is your home address	FAX _____
CITY/STATE / PROVINCE _____	EMAIL _____
ZIP/POSTAL CODE/COUNTRY _____	WEBSITE ADDRESS _____

### CONFERENCE REGISTRATION

- This is my first time attending an AAFP Conference     Check here if you will need special accommodations to participate in this conference.

	BY 2/2/09	AFTER 2/2/09	
<b>GENERAL CONFERENCE</b>			
<b>Full Three-Day Registration</b>			
AAFP Members/ESFM Members	\$525.00	\$625.00	\$ _____
Non-Members	\$625.00	\$725.00	\$ _____
Veterinary Technicians	\$175.00	\$250.00	\$ _____
Practice Managers	\$175.00	\$250.00	\$ _____
Students	\$ 50.00	\$ 70.00	\$ _____
2009 Board Member	comp		
<b>One-Day Registration</b>			
Saturday, March 7, 2009	\$195.00	\$225.00	\$ _____
Sunday, March 8, 2009	\$195.00	\$225.00	\$ _____
Monday, March 9, 2009	\$195.00	\$225.00	\$ _____

### OPTIONAL OFF SITE EVENING EVENT

"Tales of the South-A True Southern Experience" Experience a Southern Trolley Tour, Mint Juleps and Southern Dinner, followed by a DJ and dancing. \$35.00 per person.

# of Tickets \_\_\_\_\_ X \$35.00 = \$ \_\_\_\_\_

### CONFERENCE PROCEEDINGS

Every attendee will have the option to download and print the proceedings from the AAFP website at no additional cost. OR you may pre-purchase printed proceedings books for \$55.00 each or a CD for \$20. If you are attending the conference your book/CD will be available at the conference, if you are not attending the conference and would like to purchase a book/CD there is an additional \$15.00 shipping and handling fee.

Printed Proceedings Books	\$55.00 each	\$ _____
Shipping & Handling for Non-attendees only	\$15.00 each	\$ _____

### METHOD OF PAYMENT

**GRAND TOTAL: \$** \_\_\_\_\_

Check Enclosed

Credit Card:

Visa     Mastercard     AmEx

CREDIT CARD # \_\_\_\_\_

EXPIRATION DATE \_\_\_\_\_

NAME ON CARD \_\_\_\_\_

SIGNATURE \_\_\_\_\_

If you are paying by check, you may fax the form to (908) 292-1188 and then mail the completed form with the check to:

AAFP  
203 Towne Centre Drive  
Hillsborough, NJ 08844

*Please make checks payable to "AAFP."*

### AAFP FELINE RESEARCH FUND

The AAFP Research committee is setting up a "Dedicated Fund" to be used for the sole purpose of funding the research grants. *Our goal with this fund is to create a self sustaining research award that will support and influence research projects that address the most common or the most difficult to treat diseases that afflict our beloved feline patients. We need your help.*

- Yes, I want to make the following contribution please add this to my total above.
- \$25     \$50     \$75     \$100    other \$ \_\_\_\_\_

Note: Contributions or gifts to associations which are exempt under IRS 501(c)6 are not tax deductible as charitable contributions. However, they may be deducted as ordinary and necessary business expenses.