Loving You from 9 to 5: Building a Clientele and Leaving it at Work

Andrew Roark, DVM Green Valley Animal Hospital Ijamsville, MD

The financial benefits of a dedicated clientele are easily apparent. The emotional and physical impacts of ceaselessly serving that clientele without sharing the burden are less obvious, but no less profound.

In this interactive session, we will discuss the most effective methods for building a dedicated clientele comprised of both existing clients and new clients. We will also discuss the most effective ways to serve this clientele both with and without support from hospital management.