



What should you look for in a consultant?

There are many choices for veterinary consultants but not all are appropriate for your needs or personality. *If you have never explored consulting services here are some helpful suggestions.*

First, you will want to find a consultant with many years of experience in veterinary practice management. Veterinary medicine has some unique challenges and a successful consultant will understand both the business and the medical aspects of the practice.

Second, you will want to call references and look for successful outcomes from former or existing clients. Paying for expert advice is not inexpensive and when all is said and done it is results that count.

Third, you will need someone willing to be candid when conversations get critical. There is no point in paying for expert advice if the consultant can't be forthright with the corrections needed because of inability to hold challenging conversations. Sometimes it is the owner that needs the most coaching.

Finally, you want someone who responds in a timely manner. Engaging an expert involves having a skilled professional to contact to help you when problems arise. If your consultant is unreachable or puts "gatekeepers" in place they may not be as responsive as you desire.

Keep in mind that you are buying wisdom -not time.

Gaining extensive experience and deep knowledge takes years of operating through real life situations, undergoing both failures and successes that teach what works – and what doesn't. The most skillful consultants also invest hundreds of hours into cutting edge continuing education and ceaseless schooling through self-study.

Effective consultants maintain a strong network of subject matter experts to utilize for client benefit. They do not claim expertise they do not have.