



Montezuma
Veterinary
Clinic

Montezuma Veterinary Clinic
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Attending Dr. Woodward's dental classes created an excitement for practice I had not experienced for quite some time. The classes allowed me to venture into an untapped area of patient care and income in my practice.

The multitude of dental problems that occur in our patients was made very apparent. Many areas of dentistry were taught in the courses including, proper cleaning techniques, thorough oral exams, radiographic techniques and interpretation, and many hands on treatment and surgical procedures. I walked away with the knowledge to handle over 90% of the dental problems encountered in my daily practice.

I immediately purchased all the necessary equipment to perform proper dentistry and was amazed that the expenditures were completely paid for within the first four months of my dental endeavor. The marketing techniques helped tremendously. At first I was skeptical of client acceptance, especially with the cost of the procedures, however the clients have been ecstatic with the outcomes and how much happier and younger their pets act.

My practice is located in a rural community with moderate incomes. I was amazed at how receptive clients were to my dental recommendations. Client education is the key to the programs success. Clients seem to relate to dental problems more than most areas of practice, making acceptance of my recommendations at over 90%.

After 25 years of practice, the incorporation of a good dental program has brought back the excitement and challenges that were present when I first started practice. I feel blessed to have been able to take the classes that have allowed me to provide better patient care and a new source of income.

Sincerely,

Kit A Schmidt, DVM