

I have been mobile for almost two years.

I started the mobile business because I was tired of the hustle and bustle of stationary practice. My clients and I both enjoy the one on one attention without interruptions and without the rush. I spend a great deal of time with my clients and do not leave until every question has been answered. There is no pressure to "rush into the next room" that has been waiting for 30 minutes.

I am not worried about selling my practice. I work from my truck (F150) and do everything in the client's home, so there is not much to "sell."

The best thing about a mobile practice is working for myself and the lack of pressure from stationary practice. But mostly, I can see a huge difference in client satisfaction from doing a house call vs. waiting to be seen in a busy stationary practice. A lot of my clients have small children and multiple animals so it is very hard for them to get to a stationary facility and try to control their animals and children in a crowded waiting room.

The worst part of a mobile practice is traffic!

I did set my practice up myself for the cost of a lawyer, an accountant, an assistant and a few supplies.....no more than 10-13,000. I did not take out any loans.

Everything is paid for monthly.

To younger vets who are thinking of going mobile: 1. start off small. Do house calls. Do not buy a mobile unit until you can afford one. 2. you must have a sweet disposition and great communication skills. 3. chose your assistant wisely.....they too must have a sweet disposition and communication skills. 4. Don't worry about doing much surgery at the beginning because you will need to have a relationship with an area hospital in order to do so. 5. Do not do emergencies: you will not be equipped to handle true emergencies....know when to refer. 6. Know all of your local cremation services....you will do a lot of euthanasia. 7. Don't waste a lot of money of advertising....use things like social media and local pet magazines.....have a website. I'm sure I could think of much more, but I hope this helps for now. Let me know if you need any further information, I'd be glad to help.

Leslie Dragon