

## TOP TIPS ON PRACTICE

**PROFITABILITY** Mark Beaney and Andrew Curwen (pictured) offered their top tips on practice profitability at a SPVS/VPMA event held in Milton Keynes attended by a mix of practice owners, managers and vets with an active role in managing practice turnover and driving profitability.

“This is a really challenging time for the profession,” said Andrew, chief executive of XL Vets.

“But there are good opportunities out there for those practices that have a thorough understanding of their finances and prioritise the right things.”

Mark, a partner at Hazlewoods, said: “Hospitalised patients are where a significant amount of money often walks out the door.

“Simple solutions, such as checking regularly throughout the day on the work



undertaken on each patient, and allocating a convenient time to input costs on to the computer can make a big difference.”

Both speakers touched on other subjects such as how best to motivate your team, the pros and cons of 10 versus 15-minute consults and how to prioritise the tasks that will have the biggest impact on the practice bottom line.

For details of other courses, visit [www.spvs-vpma-events.co.uk](http://www.spvs-vpma-events.co.uk)