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# Approach to Practice Concepts

Dr. Robert Harris, Chairman



Dr. Ben Harrington: We are starting out in very good shape. The chairman for this session is late and I guess they're due back about 2:30. Since we have many speakers this afternoon, we will go ahead and get started. First, I'd like to say this is a new attempt. As you know, in the past we've had practice tips in the afternoon. We are trying this and would like to have your comments after it is

over so that we can give some direction to the new program committee—whether we need to go any further with something like this or go back to the “practice tips” or maybe go to seminars or something else. Bob Harris should be here soon and I'll turn it over to him when he gets in but we will have to stay on time this afternoon. We have a speaker scheduled every ten minutes.

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## “Group” and “Haul In” Practice

Newell G. Hicks, *D. V.M.*  
*Versailles, Kentucky*

I would like to explain how Woodford Veterinary Clinic in Versailles, Kentucky, has grown into a “mixed group practice” of five stockholding veterinarians and four associate veterinarians with a “haul in practice” amounting to twenty percent of our total business.

Our practice was started in 1958 as a one-man practice and, as business grew, the second veterinarian was added in 1959. Since that time, being able to incorporate the practice as a P.S.C. (Professional Service Corporation) has made us able to function as a group practice. But, from the beginning, we have encouraged the internship of future veterinarians from veterinary colleges all over the United States as well as foreign countries.

Each time that an intern has found a place in our practice, he has developed an area that will improve both SERVICE by and INCOME to the

corporation. When he has demonstrated this ability, stock in the corporation has been made available for him to purchase over a period of time. No member has ever sold stock as an individual. Instead, the corporation issues new stock and the proceeds are used to build additional facilities or purchase new equipment. As a result, each additional member of the corporation must prove himself to the other veterinarians and then be responsible for the development of the new field that he feels will benefit the corporation. We have tried to give our clients the best service possible—twenty-four hours a day, seven days a week—using the best drugs and equipment possible within our financial range.

Therefore, we needed facilities to operate on and treat animals that would be economical to livestock owners as well as being practical for us. In