



Sally J Foote DVM, CABP-IAABC, LSHC-S

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Event / Convention/ seminar speaking - \$400.00 per hour presentation with 2 hours minimum within 75 miles of Tuscola IL. Over 75 miles, 4 hour or \$1600.00 minimum speaking fee.

All travel expenses, housing and meals will be charged additionally.

Sponsorship available

CE Available for presentation

Videotaping and recording is allowed upon request of Dr Foote

Expense reimbursement in addition to speaking/consulting fees:

Air Fare - round trip economy class - including any extra flight fees for canceled flights, baggage, taxes and all fees

Reimbursement timing: All other expenses reimbursed within 30 days of the event. Reimbursement after 30 days subject to billing fee at 1% of balance due charged monthly.

Parking/tolls: all parking fees and tolls at/ to airport, hotels, or venue

Mileage: the IRS rate for the year of event to and from Tuscola IL, or to airport.

Transportation: cab, shuttle or other transportation to and from hotels and shuttles from airport

Rental Car, total car rental including tolls, gasoline or additional insurance or parking charges. Mileage will not be charged for use of rental car.

Housing – hotel - nonsmoking room

Meals - all meals to and from venue in travel and during stay unless provided by organization. \$40.00 per diem for meals.

Gratuity expense: 15% to all taxi, meals and other services where gratuity is customary

Additional staff/support: additional staff fees, travel expenses, meals and other costs when assistance is needed in presentations planned. Staff fees subject to planned event (handling lab, demonstrations) typically \$30.00/hour for Low Stress Certified staff.

Cancellation policy: Speaking events canceled less than 10 days prior to the event will result in a charge of 50% of the speaking fee, and reimburse all reservations including cancellation charges.

Speaking topics – see next page below. If you desire a topic that is not on the list, please contact me. I am always creating new presentations and look forward to creating the information that you want to hear.



Speaking topics from Sally J Foote DVM

- 1.) **Top 5 low stress handling techniques in practice - Canine** the most useful low stress techniques for handling fearful, anxious and aggressive dogs in general practice. These 5 techniques will provide better exams and interactions for the majority of your canine cases. An emphasis on technique with live patient exam video is included **1 hour**
- 2.) **Top 5 low stress handling techniques in practice - Feline** the most useful low stress techniques for handling fearful, anxious and aggressive cats in general practice. These 5 techniques, will provide better exams and interactions for the majority of your feline cases. An emphasis on technique with live patient exam video. **1 hour**
- 3.) **Behavior Coctails** - From clinical experience, combination of behavior medications and behavior plans to address common in office aggression problems and behavior problems in the home in both dogs and cats **1 hour**
- 4.) **Front to back** - how to get all your staff onboard with positive veterinary visits. The importance of the receptionist, technician, assistant, animal caretaker and doctor in all visits will be emphasised with techniques including protocols for staff training **1 hour**
- 5.) **Low Stress Handling in Emergency care – it is possible!** In emergency care, our patients are stressed. This presentation shows how to adjust the Low stress handling concept to decrease fear and aggression in emergency care when treats cannot be fed, and time is of the essence. Exam, treatment and hospitalization area organization and preparedness will be presented. The impact of stress on the animal's physical and mental health will also be addressed in this presentation. **1 hour**
- 6.) **No Pain - No Maim** How to use fast acting pain relieving medications, including topical anesthetic creams for common medical procedures to reduce patient aggression . Protocols for low stress handling, positive muzzling and handling aggressive patients in an urgent situation will be addressed. **1 hour**
- 7.) **Triage and treat canine – Low stress care of the anxious/ aggressive canine patient** -
How to provide safe handling during exams, treatment, surgery, and hospitalization of the aggressive dog. Emphasis on preventing escalation of aggression by recognizing the triggers present in the hospital setting to maintain staff safety and reduce the health impact of chronic stress, anxiety and aggression on the patient . Safe, Low Stress techniques for handling will also be demonstrated **1.5 hours**
- 8.) **Triage and treat feline - Low stress care of the anxious/ aggressive feline patient**
How to provide safe handling during exam, treatment, surgery and hospitalizaion of the aggressive cat. Emphasis on preventing escalation of aggression by recognizing the triggers present in the hospital setting to maintain staff safety and reduce the health impact of chronic stress, anxiety and aggression on the patient. Safe, low stress techniques for handling will be demonstrated **1.5 hour**

9.) **Once Bitten Twice Shy** - how to overcome your stress after a bite or near bite and learn how to recognize the very subtle signs of aggression to avoid bite escalation. Recognizing and addressing post injury stress will be presented. Post bite job Stress survey results will also be discussed **1 hour**

10.) **Dancing around thresh hold** – when care is needed, on a patient who cannot stay below the threshold of attempted bite, or panic despite oral medication, environmental management or counter conditioning to handling how do you provide care without increasing aggression? The protocol and advanced techniques for medication / handling and DVM tech communication that creates a “short sweet exam” where the team dances around the threshold of aggression for 1 second in a safe, low stress manner. Top 5 low stress handling techniques of dogs and cats is required for this presentation **1.5hour**

11.) **Do alternative therapies (supplements, pheromones, diets, essential oils) really work?**

This presentation will review some of the most commonly used alternative therapies, comparing behavior medications on the basis of side effect, effectiveness, and cost. Discussion of client acceptance, and emerging therapies will be discussed **1 hour**

12.) **Low stress = High Satisfaction** how low stress clinics achieve higher revenue, improved client satisfaction and lower staff costs the economic impact of improved client retention, reduced staff injury, improved staff morale and reduced staff turnover and increasing professional exams will be discussed with statistics from leading practice management resources **1 hour**

13.) **Instruments of Terror – how to reduce fear of veterinary care tools** Have you ever noticed a animal suddenly struggle or resist exam as soon as the thermometer comes out or a syringe is visible? These tools of the trade are associated with pain resulting in patient fear. We have to get our exam and treatment done so how do we reduce fear to the objects of delivering care when there is not time to counter condition to these instruments of terror? This presentation will help you see what this animal is reacting to. Creative techniques to hide, minimize and alternative products for veterinary care will be explored. **1 hour**

14.) **Say no to nails! - When care requests cause patient stress** Low Stress care may mean not providing some elective services due to patient stress. How to communicate triage of care with empathy, education and keeping the patient welfare first is the key to avoiding power struggles with the client or management. Protocols on patient evaluation, client and patient expectation preparation, and creative solutions for stressful services will be presented **1 hour**

15.) **Purrfect pillow cases and pretzel sticks** -Pillow cases and pretzel sticks are 2 simple tools that will decrease pet stress for exams and reduce staff injury. Pillow cases are a wonderful tool for handling cats or transporting them. Video presentation using pillowcases for fractious cat handling and emergency transport will be discussed. Pretzel sticks for dental exams can keep hands safe from bites and provide a positive experience for pets who are aggressive or anxious about handling around the mouth **1 hour**

16.) **Rescue my Rescue** - common behavior problems in rescued dogs and cats Rescued dogs and cats may not show a behavior problem until they are in a home setting. How to introduce your new rescued

dog or cat to prevent or manage brewing separation anxiety, inter dog or inter cat aggression, and other common fear based behavior problems **1 hour**

17.) **Handle with Care - create an efficient, easy to follow handling plans for every patient**

Handling plans for all staff to use on every patient is the quickest most effective way to reduce staff injury and create positive veterinary care. Protocols, forms and plans for how to create plans for your patients from the very first visit for everyone to follow **1 hour**

18.) **Putting your patient first** - the fundamentals of a low stress positive veterinary experience including staff protocols on greeting, escorting to exam or treatment area, handling during exam and use of anxiety reducing products. **1 hour**

19.) **Consistency is key - recording the reinforcers to a low stress exam** -the importance of consistent handling to speed up the process of helping pets learn to be less aggressive and anxious during exams. Methods of recording a handling plan and holding the staff accountable to use will be demonstrated **1 hour**

20.) **Polishing up your Low Stress handling Skills** - Tips and more detailed information on the importance of reward delivery, rate and timing. Also species specific greeting and handling skills, and human body language with it's influence on patient behavior will be addressed. **1 hour**

21.) **5 Simple rules for keeping your cat in the box** – this presentations the rules all cats wish clients would follow. Acknowledging the complexity that inappropriate elimination can be, and the need to prevent problems that lead to euthanasia or surrender the rules in this presentation, with one page handouts are easy to use and follow. **1 hr**

22. **5 steps to puppy potty training** – these are the 5 steps that will get any puppy potty in the right place. Hand outs and 5 easy to follow steps with explanation of developing puppy behavior are presented so your technician and the DVM can prevent a leading cause of surrender – house soiling **1 h r**

23.) **Puppy exam – how to address behavior and be low stress in a puppy exam**

90% of puppies do not go to puppy class or training. The puppy exam is often the only time to review potty training, leash walking, avoiding impulsive/ destructive/ fear based behaviors and the need to socialize. Protocols to provide a low stress handling visit including behavior information, client education and health care are provided. This may be the only chance a client will have to prevent the troubles that has 48% of dogs aged 6 mo to 3 years surrendered to shelters.
