

Today will be about: Estimates “Extras”

It is important to remember that ALL clients should receive a surgery estimate PRIOR to the surgery day. This gives the owner time to look over the estimate. Avoid using estimates over 3 months old, due to possible procedure and/or pricing changes.

**IV Catheter-** An IV catheter is required for dentals; Why do we recommend it? IV catheters give us access to a vein in case of an emergency, but it also makes for a smoother induction.

**IV Fluids-** IV fluids are required for dentals; Why do we recommend them? IV fluids keep the body hydrated. Isoflurane is also processed through the Liver which can contribute to a low blood pressure. IV fluids help correct the blood pressure so that it does not get too low. IV fluids can also be used to warm the body if the patient gets too cold.

**ECG-** Why do we recommend it? An ECG looks at the electrical pulses of the heart. Small changes to an ECG can show changes to the heart which could ultimately put an animal at a higher anesthetic risk. The ECG is submitted through Idexx’s VetMedStat and read by a board-certified Cardiologist.

**Bloodwork-** Bloodwork within 3 months of an anesthetic procedure is required for any pet over the age of 5 years old. Why do we recommend it? Drugs are typically metabolized through the liver, kidneys and/or spleen. Abnormal bloodwork related to those organs can indicate a slower drug metabolism which could cause issues for the pet when waking up. Electrolyte and kidney imbalances can indicate a need for IV fluids.

**Laser-** Why do we recommend it? Laser therapy uses light energy to reach the targeted tissues (generally surrounding an incision). The light therapy has been proven to decrease, pain, inflammation, and healing time. Laser therapy is HIGHLY recommended for cat declaws.

**CSRs-** How can you help? Start the conversation with the owners. Use the above guide to explain to owners why we recommend these services. It is also important to know based on the procedure and pet that the low end includes anything that is required, while the high end also adds things that are recommended.

**Assistants-** How can you help? Prepare to help! It is always helpful for the technician to have things gathered. In the morning, gather catheter supplies, make sure the ECG tablet is charged, and consider learning how to submit an ECG or run bloodwork.

**ERTs/LVNs-** Remember that every anesthetic procedure needs an estimate and that is easier done in advance than scrambling morning of. Explain when giving the estimate what is recommended vs required so that the owner has time in advance to consider. Reiterate those things surgery morning. You are the ones they are listening to when deciding what is recommended vs what is required.