



## 2021 UNBRIDLED ANNUAL EXTERNSHIP EXPERIENCE

### Program Overview

The externship will be held in Nashville, Tennessee from July 26th – August 5th, 2021. The first week of this two-week block will consist primarily of classroom learning that will encompass a variety of teaching methods ranging from lecture and discussion to team exercises, role-playing, and small group presentations. Topics to be covered include, but are not limited to:

- Financial Statements in Veterinary Business Strategies for impacting key performance indicators (KPIs) to improve business operations and profitability.
- Discussions around key revenue and expense centers in practice
- The veterinary lending process: how to prepare and what to expect
- Communication: Finesse the finer moments and navigate “high courage” situations
- Veterinary Marketing
- Creating and Maintaining the Culture of a Hospital
- Evaluating a hospital
- Buying or Selling: The Valuation Process

The second week of the externship will feature several days onsite in a local veterinary hospital observing and evaluating on topics covered the week prior and will culminate with the delivery of a Diagnostic Recommendation Report to the practice owner(s).

### Planning and Travel

Students who are selected for the externship will book their own flights for arrival the Sunday before the externship starts (July 25th). Housing, as well as several meals, will be provided for the duration of the event. Class will start Monday morning, July 26th. On Saturday, July 31st, we will host a group “Fun Day” activity/event. Sunday, August 1st is generally set aside as a “Free Day” for rest and relaxation. The two weeks will culminate with a group Farewell Dinner on August 5th, and Friday, August 6th is reserved as a travel day home.

### Assessment

The externship is not graded; however, it will be recognized as a two week clinical rotation. We are looking for students who want to take an active role in the learning process, are willing to contribute their ideas as well as challenge themselves.

### To Apply:

Please email all application package materials to Dr. Kelley Lay at [klaydvm@bhcteam.com](mailto:klaydvm@bhcteam.com) by May 31, 2021 in order to submit your application. We are accepting applications from 3rd or 4th year veterinary students who are interested in this opportunity, as well as looking to add a diversity of business-related skills to their veterinary career. Because available spots for this externship experience are limited, all applications will be carefully considered.

Your complete Application Package should consist of the following:

1. Cover Letter giving some background on the applicant and portraying future interests and goals in veterinary medicine.
2. Professional Resume
3. Completion of a short essay-style questionnaire answering the following questions:
  - Why are you interested in the externship?
  - How will you define ‘success’ in the externship? In other words, what do you want to get out of it?
  - What do you believe you can add to the group to elevate the experience for all involved?

Applicants will be notified of receipt of application, then contacted again within the week with a non-acceptance email or follow up to interview. Interviews will be held with selected individuals. Once interviews are complete, applicants will be notified of selection. Thank you for your interest!

**Application Deadline: May 31, 2021**