

# 2025 Winter Continuing Education Conference



**Saturday, February 1, and Sunday, February 2, 2025**

*Pet Friendly!* The DoubleTree by Hilton

870 Williston Road

South Burlington, VT

## OVERVIEW and SCHEDULE

**Saturday and Sunday- 7:30-8:30 am (1 CE hour)**  
**Securing Your Future**

**Chris Kalinowski, Dipaolo Financial Group –  
RACE approved**

**Saturday and Sunday- 7:30-8:30 am (1 CE hour)**  
**DEA Compliance**

**Chris Paquette**

### **Saturday: 9AM-4:45PM**

#### **Small Animal: 6 CE hours**

Ophthalmology with Dr. Eric Ledbetter, Cornell

#### **Large Animal - Bovine: 6 CE hours**

Vaccinology and other updates with Dr. Amelia Woolums, Mississippi State University

### **Sunday: 9AM-4:30PM**

#### **Practice Management: 6 CE hours**

Patient Advocacy Toolkit with William Cornwell, PetsApp

#### **Large Animal Equine – Dental Including Wet Lab– 6 CE hours**

Limited to 15 participants

#### **Large Animal Equine – Dental Lecture Only - 4 CE Hours**

**Breaks: 10:15-10:45 – Coffee, Mid-morning snack - Atrium**

**3:15-3:45 – Coffee, Mid-afternoon snack – Atrium, Saturday**

**2:45-3:15 – Coffee, Mid-afternoon snack – Atrium, Sunday**

### **Saturday Luncheon – Noon-1:45pm**

- **Dave Walker Award Presentation 12:15-12:45**
- **Lunch and Learn – 12:45-1:45 with VDART, Emergency Sheltering and Disaster Preparedness, 1 hour CE**

### **Sunday Luncheon – Noon-1PM**

## SPECIAL PROGRAMS

### Early Morning Programs, Lunch and Learn, Dave Walker Award Presentation

*Early Morning Programs –there is no additional charge for the early morning programs, but you must register in advance. These programs are only available to conference registrants.*

**7:15– 9:00 a.m. – Welcome desk open; All-day Coffee in Atrium**

**7:15 - 8:15 am – Breakfast available for early morning program registrants and exhibitors**

#### Early Morning Programs

**Saturday and Sunday, 7:30 – 8:30 a.m. –**

**Securing Your Future** – RACE approved

Chris Kalinowski

Dipaolo Financial Group (Platinum Sponsor)

#### **Understanding Disability Income Protection and Life Insurance for Veterinary Professionals**

##### **1. Introduction**

##### **2. Objectives**

- Understand the risks of disability in the veterinary profession.
- Learn about the key features of disability and life insurance.
- Recognize the importance of adequate coverage for financial security.

##### **3. Background**

- 20 years of experience in the animal field (zoos, shelters, salons).
- Professional interactions with veterinary experts.
- Examples of species handled: dogs, cats, alligators, big snakes, coatis.

##### **4. Risks and Odds**

- Financial vulnerability of Americans to unexpected expenses.
- Disability statistics:
  - 25% of workers in their 20s will face disabling conditions during their career.
  - Medical conditions like musculoskeletal disorders and cancer as primary causes.

##### **5. Eliminating the Odds**

- Overview of insurance as a mitigating factor.

##### **6. Key Terms**

- Definitions: Elimination Period, Benefit Period, Monthly Benefit, Death Benefit, etc.

##### **7. Disability Income Protection**

- Short-term and long-term disability plans.
- Features: elimination periods, benefit periods, and coverage percentages.

##### **8. Choosing the Right Plan**

- Importance of accessible emergency funds.
- Employer benefits during the waiting period.
- Balancing short-term claims vs. long-term needs.
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## **9. Qualifying Disabilities**

- Definitions of "Any Occupation" and "Own Occupation" coverage.

## **10. Life Insurance Overview**

- Importance of financial security and peace of mind for beneficiaries.

## **11. Types of Life Insurance**

- **Term Life:** Basic coverage, level premiums, and death benefits.
- **Permanent Life:**
  - **Universal Life:**
    - Flexible premiums and cash value.
    - Options like market indexing and lifetime income riders.
  - **Whole Life:**
    - Infinite Banking Concept (IBC): self-banking strategies.
    - Final Expense policies for end-of-life costs.

## **12. Strategic Applications**

- Pension Planning and Maximization.
- Life Insurance Retirement Plan (LIRP).

## **13. Diagnosing and Implementing a Strategy**

- **Steps:**
  1. Understanding client needs.
  2. Gathering concrete data.
  3. Analyzing information.
  4. Presenting a tailored plan.

## **14. Wrap-Up and Summary**

- Key takeaways:
  - Disability and life insurance are critical financial safeguards.
  - Individualized planning is essential.

## **15. Closing Notes**

- Benefits for active members of State VMAs.
- Availability of consultations.

## **16. Questions and Sources**

- Encouragement for inquiries.
- Citations for all referenced statistics and data.

## **DEA Compliance with Chris Paquette – Saturday and Sunday, 7:30-8:30**

\*\*Presented by DEA Diversion Investigators Christopher Paquette and Ed Smith. Participants will learn about recordkeeping and security, the ins and outs of the Veterinary Drug Mobility Act, and DEA registration. Also included will be information on how to properly dispose of controlled substances, in both liquid and pill form.

**Saturday, 12:00-1:45 pm –**

12:15-12:45 – Dave Walker Award Presentation

12:45-1:45 - Lunch and Learn with VDART – 1 CE hour; Emergency Preparedness and Sheltering

### **Lessons from a Pet-Friendly Emergency Shelter: The Veterinarian's Role**

Veterinarians play a critical role in managing animal health needs during emergencies, which include not only natural disasters like floods and fires but also manmade events like animal cruelty investigations. The VVMA is a partner in the state's Animal Disaster Emergency Plan, veterinarians are needed to triage medical needs to a fluctuating population of animals when emergency pet shelters are opened, and the state's animal cruelty law mandates that veterinarians be present when a warrant is served. But competing business priorities and the national veterinary shortage make this partnership challenging at best for most veterinary professionals.

This session will review the Vermont Disaster Animal Response Team's (VDART's) response to the catastrophic 2023 floods in central Vermont, its largest and longest activation since its inception in 2007. Forty-seven volunteers spent more than 1,700 hours caring for 72 animals around the clock over the course of 26 days. We'll focus on the partnerships we made with the veterinary community to provide medical care to the animals in our trust, the challenges that were identified, and spark a discussion on innovative solutions to this resource crisis.



*Joanne Bourbeau serves as the board chair of the statewide Vermont Disaster Animal Response Team (VDART). She has lived in southern Vermont for the past 30 years as the Northeastern Regional Director of the Humane Society of the United States (HSUS). Joanne has responded with the HSUS to multiple national disasters, organizing and running emergency shelters and pet rescue efforts after hurricanes, tornadoes and large-scale animal cruelty cases. She is also a regular instructor in animal cruelty investigations at the Vermont Police Academy and has consulted with local and state law enforcement agencies on dozens of animal cruelty cases here in Vermont.*

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## SMALL ANIMAL TRACK- 9:00 – 4:45 - 6 CE Credits – Saturday

Dr. Ledbetter is a diplomate of the American College of Veterinary Ophthalmologists and the James Law Professor of Ophthalmology at the Cornell University College of Veterinary Medicine. After graduating from the University of Missouri College of Veterinary Medicine, he completed a small animal medicine and surgery internship at Texas A&M University College of Veterinary Medicine and a comparative ophthalmology residency at Cornell University, where he joined the faculty in 2006.

Dr. Ledbetter's research interests include in vivo ocular imaging techniques, ocular infectious disease, and corneal disease. In addition to research and teaching endeavors, Dr. Ledbetter provides clinical ophthalmology services within Cornell University's Companion Animal and Equine & Farm Animal Hospitals.



### Course Description:

#### **A Color-Coded Approach to Recognizing Corneal Pathologies**

Corneal clarity is required for normal vision and corneal pathology predictably results in a loss of transparency. The specific corneal color change associated with the reduced transparency of the diseased cornea is often indicative of the underlying pathologic response, can assist in determining the etiology of the corneal lesion, and contributes to the development of a treatment plan. Basic corneal pathologic responses and their clinical appearance will be reviewed.

#### **Learning Objectives**

- 1) To understand the basic pathologic responses of the cornea and the associated color change clinically observed with each
- 2) To be familiar with the potential etiologies of each discussed clinical corneal color change

#### **Clinical Management of Canine and Feline Conjunctivitis**

Conjunctivitis is among the most frequent ocular diseases for which companion animals are presented to veterinarians for medical evaluation. The clinical signs of conjunctivitis and basic clinical approach to dogs and cats with conjunctivitis will be reviewed. Clinically relevant etiologies of conjunctivitis in companion animals will be discussed with their appropriate therapeutic management. The primary etiologies of conjunctivitis will be emphasized, including allergic, frictional irritant, immune-mediated, infectious, and traumatic conditions.

#### **Learning Objectives**

- 1) To understand the different clinical signs associated with conjunctivitis and basic clinical approach to dogs and cats with conjunctivitis
- 2). To be familiar with the etiologies of conjunctivitis in companion animals, including their appropriate therapeutic management

#### **Ocular Manifestations of Systemic Endocrine, Metabolic, Hematologic, and Infectious Diseases in Dogs and Cats**

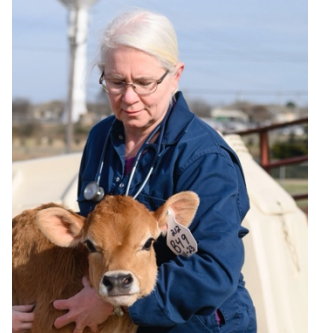
The ocular examination is a valuable diagnostic tool for a wide-range of systemic disorders and is frequently underused by clinicians for this purpose. Ocular lesions are commonly observed with a variety of systemic diseases. Common and clinically-important ocular lesions associate with systemic endocrine, metabolic, hematologic, and infectious diseases will be discussed.

#### **Learning Objectives**

- 1) To understand the different ocular manifestations associated with the following clinicopathologic abnormalities: hyperglycemia, hypocalcemia, hyperlipidemia, and hyperbilirubinemia.
- 2) To be familiar with systemic vascular disorders that can produce ocular manifestation.
- 3) To discuss the major infectious diseases associated with ocular manifestations in dogs and cats, including basic pathophysiology and clinical ocular lesions.

## LARGE ANIMAL TRACK – BOVINE/DAIRY – Saturday, 9:00 – 4:45, 6 CE Credits

Dr. Amelia Woolums is the Mikell and Mary Cheek Hall Davis Endowed Professor of Beef Cattle Health and Reproduction in the College of Veterinary Medicine at Mississippi State University. Dr. Woolums received her DVM in 1988 from Purdue University. She completed her large animal medicine residency at the University of Saskatchewan, and a PhD at the University of California at Davis, where she studied the immune response of cattle to BRSV vaccination. She is a Diplomate of the American College of Veterinary Internal Medicine, and the American College of Veterinary Microbiologists. At Mississippi State University Dr. Woolums has teaching and service duties, and she conducts research on BRD prevention and vaccination and immunity in cattle and calves.



### Course Description:

**The amazing immune response: review and update** (1.5 hours): Review of the innate and adaptive immune responses, and the aspects of each that are critical for protection from infection by viruses, bacteria, and parasites in cattle and other species.

**Vaccination and immunity in calves** (1.5 hours): Update on unique aspects of the immune response in calves, passive immunity from colostrum intake, and discussion of the results of field trials testing the benefits and limits of young calf vaccination.

**Vaccination to control bovine respiratory disease: what's the latest?** (1.5 hours): A review of current information regarding the efficacy of vaccination to control respiratory disease in cattle, with discussion of case examples.

**Respiratory disease in recently weaned beef calves: new developments** (45 minutes): While immunodeficiency due to stress is commonly blamed for respiratory disease in recently weaned beef calves, recent findings suggesting a role for other mechanisms will be discussed.

**Antimicrobial resistance in bovine respiratory disease** (45 minutes): Historically antimicrobial resistance did not appear to be a problem in bacteria that contribute to BRD, but evidence that things are changing will be presented.

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**Sunday, February 2, 2025**

**7:15– 9:00 a.m. – Welcome desk open; All-day coffee in Atrium**  
**7:15 – 8:15 - Breakfast available for early morning programs**

## **Practice Management: Patient Advocacy Toolkit**

William Cornwall has connected businesses with SaaS solutions both within and outside the Veterinary Sector for the last 5 years. Since 2022 William has over 30k conversations with Veterinary Clinics and attended Veterinary events across the UK promoting PetsApp: a client engagement platform enabling veterinary clinics to offer text chat, video consultations, digital payments and wellness plans to their pet owners. William has a BA (hons) in Business & Management (with professional practice).



### **Program Description:**

#### **Your Complete Patient Advocacy Toolkit with PetsApp's William Cornwall**

We all want the best for our patients. However, finding the time to advocate for everything they could possibly need in a brief consultation can be beyond challenging. That's assuming the pet owner agrees with each of the recommendations and sticks to the plan. And we all know what happens when we assume... This can put a lot of pressure on already stretched veterinary teams, leading to suboptimal outcomes all round. We need a better way of doing things. We need new tools. In fact, we need a complete patient advocacy toolkit.

In this session, Will takes you through the essential components that should make up your patient advocacy toolkit. Covering familiar concepts like concordance and compliance, whilst also exploring Wellness Plans, Loyalty Plans, the use of Artificial Intelligence, and much, much more!

- Consider changing consumer demand, market dynamics and their impact on the traditional Veterinary Clinic
- Apply value frameworks to your business to identify growth areas
- Build your patient advocacy toolkit to protect your business against digital disruptors, delight your clients and support your staff.

**THANK YOU PLATINUM SPONSOR PETSAPP!**



## Large Animal Track - Equine Dentistry – Including Wet Lab – 6 CE Hours (limited to 15 participants)

### Also available is the Lecture Only Program – 4 CE Hours

Dr. Amelie McAndrews, DVM, DAVDC-Eq, Dr. McAndrews is a graduate of Michigan State University College of Veterinary Medicine, class of 2009. After an internship and time as an equine general practitioner, she founded her dentistry exclusive practice, Garden State Equine Veterinary Dentistry, in 2015. Her practice is based in New Jersey. She completed a residency in equine dentistry and oral surgery and became board certified in 2022. Besides managing her own practice, she is a clinical associate at the University of Pennsylvania's New Bolton Center, where she manages the dentistry caseload.



### Course Description:

Lectures (50 min each):

Making sense of the horse's mouth: an anatomy and oral exam review

- Objectives of this presentation are a review of equine dental related anatomy, how to do a five point oral exam and common oral exam findings.

Equine dental radiology: obtaining and interpreting diagnostic digital radiographs

- This presentation will cover how to obtain high quality equine dental radiographs, radiographic anatomy, and interpretation of equine dental radiographs.

Something doesn't look right, now what: approaches to common dental pathology

- This presentation will cover common dental pathologies that equine general practitioners will find and how to treat them.

Equine dental case studies: when things go as planned (and when they don't)

- This presentation will cover common, more complex dentistry cases equine general practitioners may encounter. It will also cover how to determine which tooth extraction cases may be successfully completed on the farm versus when referral may be necessary.

Dry lab (with skulls, oral endoscopy, and digital radiograph) (110 min)

- Refining your equine dentistry diagnostic capabilities: the oral exam and obtaining dental radiographs
- In this lab with skulls, we will review how to utilize a dental mirror and oral endoscope in the equine oral exam and will practice obtaining diagnostic equine dental radiographs.

**THANK YOU EQUINE LAB SPONSORS!**





## Registration Fees

**Includes lunch, 2 breaks, coffee-all-day**

<b>One Day – Either Saturday or Sunday (Equine with wet lab)</b>	Register by 1/17/25	Register 1/18-1/30/25
Members	\$250	\$275
Lifetime Members; Recent Grads	\$200	\$225
Non-member Veterinarians	\$350	\$385
Non-Veterinarians	\$200	\$225
Retired (Use Discount Code)	\$200	\$225
Printed Speaker Notes	\$15	\$15

<b>Both Saturday and Sunday (Equine with Wet Lab)</b>	Register by 1/17/25	Register 1/18-1/30/25
Members	\$450	\$495
Lifetime Members; Recent Grads	\$360	\$405
Non-member Veterinarians	\$610	\$693
Non-Veterinarians	\$360	\$405
Retired (Use Discount Code)	\$360	\$405
Printed Speaker Notes	\$30	\$30

<b>One Day – Sunday – 4 CE Hours (Equine Program - Lecture Only)</b>	Register by 1/17/25	Register 1/18-1/30/25
Members	\$210	\$235
Lifetime Members; Recent Grads	\$160	\$185
Non-member Veterinarians	\$235	\$260
Non-Veterinarians	\$160	\$185
Retired (Use Discount Code)	\$160	\$185
Printed Speaker Notes	\$15	\$15

<b>Both Saturday and Sunday - 10 CE Hours (Equine Program - Lecture Only)</b>	Register by 1/17/25	Register 1/18-1/30/25
Members	\$415	\$440
Lifetime Members; Recent Grads	\$320	\$345
Non-member Veterinarians	\$525	\$550
Non-Veterinarians	\$320	\$345
Retired (Use Discount Code)	\$320	\$345
Printed Speaker Notes	\$30	\$30

## Accommodations

The VVMA has a block of rooms at The DoubleTree by Hilton at a special rate of \$149. The DoubleTree is PET FRIENDLY, has free parking, and is within easy driving distance (less than 10 minutes) of downtown Burlington shops and restaurants. This reduced rate is available on a limited number of rooms and the deadline for reservations expires on January 16, 2025. The link to reserve a room is <https://www.hilton.com/en/attend-my-event/vmawintermeeting2025/>. The special rate is good for 2 days prior to and 2 days after the conference. Reservations can be made by calling their Central Reservations line at 802-865-6600 and mentioning the VVMA to get the special rate. You can also make your reservations online.

## Refund Policy

By January 20, a full refund minus a \$25 per person processing fee. After January 20, a 50% refund. No refunds will be given after January 30. No credits will be given for future registrations however if you are feeling ill on the day of our in-person conference, we will do our best to change your registration to on-demand.

## CE Certificates

Certificates confirming your participation in the CE program will be provided in a digital format and will be emailed to you the week after the conference concludes. If you need a paper copy, please let us know and we will include it in your registration packet on site.

**Questions?** Call VVMA Executive Director Linda Waite-Simpson at 802-878-6888 or email [linda@vtvets.org](mailto:linda@vtvets.org).

***We look forward to seeing you at our Winter Meeting!***

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