

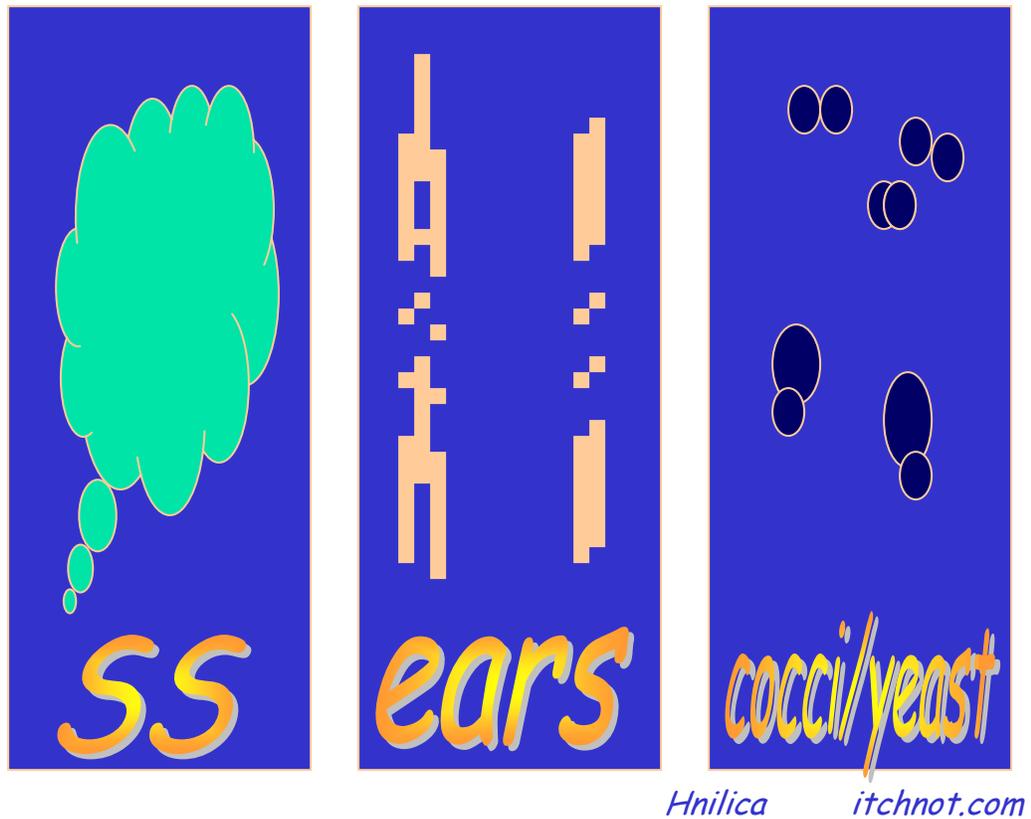
**Win      Win      Win**  
*the owner    the patient    and you*

Imagine the luxury of walking into an exam room and already knowing what secondary infections and how many organisms the itchy patient has  
No guessing, faster resolution, More revenue.

Never miss Demodex again  
Never treat the wrong otitis organism...  
**That is the power of the 3 Slide Technique.**

What is the methodology?

1. Every dermatology patient is screened with 3 slides before the veterinarian examines the patient.
  - a. Skin scrape for mites(mineral oil: 10X: no stain)
    - i. A single slide with 1 or multiple scrapes
    - ii. A simple yes or no mite screening
  - b. Ear swab for bacteria or yeast (stained: 100X oil)
    - i. A single slide to identify cocci, rods, or yeast.
    - ii. Establish a base line count (0-4+)
    - iii. Evaluate response to treatments more accurately
    - iv. Avoid treating the wrong organism
  - c. Skin cytology (stained: 100X oil)
    - i. Tape preps for yeast or cocci (Staph)
      1. best for yeast
      2. dry lesion and lichenified skin
    - ii. Impression smears for crusts or moist lesions.
      1. best for bacteria
2. The technician performs the 3 slides and has the results ready for the veterinarian before the vet examines the patient.
  - a. Technicians are more patient with the cytologies.
  - b. Technicians are less likely to omit slides to "save" money.
  - c. Technicians can be easily trained to perform and examine the slides.
  - d. Having the technicians perform the slides first speed up the exam and patient visit.
3. A single fee for the procedure is best.
  - a. The single "Derm Infection Screening" fee makes charging easier.
  - b. A single fee reduces the likelihood that a slide will be omitted do to cost.
  - c. The single fee captures often missed charges caused by the vet's guilt over nickel and dimming the owner.



### The Winners:

The clients save time and money by having the correct infection identified and treated quickly. This then clears the secondary infections (85% incidence in dermatology patients) so that the primary/underlying disease (allergies or endocrine diseases) can be identified and controlled.

The technicians usually like being part of an important diagnostic team rather than holding biting dogs. Technicians can easily be trained to perform the 3 slide technique and assume an important role in the diagnosis and management of the patient.

You benefit from the luxury of walking into an exam room and already knowing which and how many infectious organisms are infecting the dermatology patient. AND you win though increased revenue by capturing fees usually omitted due to vets not charging for services or feeling guilty for performing and charging for repeated BUT necessary infection screening. *(Try it and you will never go back . . .)*