WHITE PAPER

Top 3 Myths

Top 3 Myths Told to Aspiring Practice Owners

In our extensive travels to trade shows and through interactions with veterinary professionals, my team and I encounter numerous myths targeted at associate veterinarians eager to own a practice. These myths often stem from misconceptions and discourage many from pursuing ownership.

1. Myth: You can't become an owner due to student loan debt.

Veterinary school is costly, leading to significant debt for many. However, this shouldn't deter aspiring owners. Financial institutions familiar with the veterinary industry understand this context and are prepared to support veterinarians in achieving ownership dreams. With proper financial management and meeting certain criteria, veterinarians with substantial student loans can still pursue practice ownership.

2. Myth: It's too hard to compete with large corporate groups.

Despite the perception, individual ownership remains viable and rewarding. The increasing demand for veterinary services and a nationwide veterinarian shortage have allowed private practices to thrive. Community-based, veterinarian-owned practices continue to succeed, proving that competition with corporate entities is entirely possible.

3. Myth: There are no practices for sale.

The market for veterinary practices is dynamic, with private practice opportunities continually arising, despite corporate acquisitions. Many practices still sell to individual veterinarians for various reasons, and the landscape is changing, with corporate interests evolving towards larger, multi-doctor locations. This shift leaves ample opportunities for aspiring owners to find practices for sale.

Remember, if you're told you can't achieve ownership, question the motives behind that message. Opportunities for ownership are abundant for those prepared to navigate the challenges.
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Ready to take the next step? Chat with the team at Wicklow by scheduling an introductory call **1.866.575.4452** or visiting **www.getwicklow.com/contact**