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Several years ago I was contacted by Silkin Management Group to see if I was a potential client. At that point I had been practicing for 10 years and had been a practice owner for 7.

They asked very real questions about the level of control I had over the business and even how that affected certain personal matters. I actually felt successful in my career but was very aware that the growth of my business was getting to a point where my family time was and would continue to be limited. Essentially, I had two families to provide for... my professional family and my personal family.

At the time of my initial consultation with Silkin, I had certain goals that I was having problems defining and attaining. The business was growing but it was like a two-step dance (2 steps forward then 1 step back). Staff education and their professional growth was sporadic. Designing and implementing new or improved services for our clients was too slow because I was the limiting step...

Silkin Management Group helped me become a better business owner. They helped me create a good working environment for my staff. Through organization and proper delegation I am no longer limiting my staff and I have more time to spend with my family and friends.

At first I was hesitant to invest in practice management. I was used to paying an accountant or attorney but to pay a firm to help me do my job seemed a bit slack. After contemplation, I figured what the hell, I spend more on a work pickup, so if this helps the human side of practice it will be money well spent. With my wife's agreement, I borrowed the money to hire this company.

It didn't take too long to recoup my investment. The organization led to higher productivity. The expansion of the business is no longer just my task or challenge, which saves on the midnight oil. Actually, the business side of the practice runs pretty independently of me on a daily basis, which is ideal.

I appreciate what Silkin Management Group has done for us here at Bear Paw Veterinary Service. As my brother-in-law always says, "You can't beat an honest man at his trade!"

Regards,

Paul McCann, DVM