

Grow A Better DVM



An email from a recent veterinary college graduate who learned how to negotiate while in veterinary school

Hey Dr. YYY,

Just wanted to let you know how thankful I am for the awesome job you and the other leaders did in the business course.

I received a job offer for mixed animal practice after graduation and I received my contract to review shortly after completion of the business course. I felt very capable when reviewing its content and coming up with a prioritized list of points to negotiate thanks to the negotiation training.

To summarize:

The initial offer was for \$75k/year plus 10% of anything generated over 20k/month.

I negotiated and got \$88k/year plus 15% of anything over \$22k/month.

The initial offer also had my emergency compensation for emergencies seen on weekends and weekdays after hours at \$100/call, which is the emergency fee charged. I negotiated for 35% of the billable services during an emergency or the emergency fee whichever is greater.

I agreed to have more on-call shifts since I want to become more clinically competent seeing emergencies and since I'll be making 35% of the invoices I thought the extra work would also help me reach my income goals.

Again, I'd just like to thank you again for the awesome job you do helping prepare us, students, to enter the real world and receive appropriate compensation. I would not have been able to negotiate the contract I did without the business course and information provided during it.

Thanks,

Freshly minted DVM