



## **“High Quality Care - Using the VetScope to Generate Practice Income”**

**By Louis N. Gotthelf, DVM**

- ❑ Do a complete exam of the ear including vertical and horizontal canal and determine the integrity of the tympanic membrane. This exam, with the patient under sedation, often reveals the underlying pathology in chronic otitis cases. By examining the ears of every patient in the hospital (for dentals, spays, routine examinations, etc.) many more diseases of the ear will be diagnosed. Using the video monitor or printing a picture shows the owner, increases client compliance, and will generate additional procedures.
- ❑ When presented with an “ear infection” of longer than 1 month, or when a client brings a variety of ear medicines from other veterinarians, sedate the patient and look carefully to see if an eardrum is present. Chronic otitis media is present in approximately 60% of these cases. Treating otitis media cases by flushing and suctioning the tympanic bulla and horizontal ear canal under video visualization allows the veterinarian to remove the debris, mucus, and purulent material through the suction catheter. The presence of these substances incites the copious secretion from the lining of the bulla and their removal eliminates contamination from the external ear canal and allows better efficacy of systemic medications. Cleaning out the bulla hastens recovery time and healing as medications can be placed directly onto the inflamed mucus surface of the tympanic bulla. Showing the client the ruptured eardrum or ear disease encourages their return for the 2-week follow up visit, your credibility cannot be questioned and the client’s perception of your practice is enhanced.
- ❑ Operative procedures can be performed under video visualization using instruments passed through the 2mm-working channel. Foreign body retrieval, cerumen plug removal, biopsies, tumor excision, polyp extraction, and Eustachian tube lavage are no longer done blindly.
- ❑ Documentation of other types of lesions, dental disease, or corneal ulcers allows the veterinarians in a multi-doctor practice to share visual histories and gives a record of the progress of diseases. It also allows the clients to “see” their pet’s progress.
- ❑ For marketing dental services examine a patient without the client present and document any dental disease you may find, i.e. periodontitis and/or gingivitis, to show the owner why the tooth was extracted or why gum treatment is indicated. Print a picture of the affected teeth and give the client the photograph to generate future dental appointments.



## **Multiple Applications in Small Animal Practice**

### **OTOSCOPY**

Determining the condition and integrity of the tympanic membrane  
Identification and removal of tumors in the ear canal  
Taking bacterial/fungal cultures from the bulla  
Taking Cytology samples  
Tympanic bulla flush/suction  
Foreign body removal  
Cerumen plug removal  
Biopsies  
Polyp extraction  
Eustachian tube lavage  
Documentation of all of the above  
Educate and involve owners increasing perception and compliance.

### **DENTISTRY**

Chart the teeth using the multi-picture capability  
Document dental/oral cavity lesions  
Document/photograph before/after restorations  
Document/Photograph the progress of orthodontics  
Photograph dental x-rays

### **OTHER USES**

Endoscopy – convert to video endoscopy using the endoscopic coupler  
Ophthalmology – identify and follow resolution of ocular pathology  
Autopsy – take photos of lesions to send to the pathologist with tissue samples  
Nasal Exams – examine nasal passages of large dogs and take biopsies  
Laparoscopy – autoclavable probe allows for liver biopsies  
Vaginoscopy – catheterize bladder in bitches and queens  
Dermatology – document the examination and case progression  
Cytology – document findings utilizing the microscope eyepiece coupler  
Tracheoscopy  
Rectal Exams