Tick/Flea and Heartworm

* Agenda
	+ What’s new with Boehringer Ingelheim?
		- Pecion
		- Semintra (telmisartan oral solution)
		- Recombitex oral Bordetella
			* Proven protection in 7 days
			* Proven one-year immunity
			* Dogs love flavor
			* Saves clinics %15 per dose
		- Centragard
	+ 2019 coupons
	+ Nexgard from 24 months dating to 36 months dating
		- Nexgard Trivia
			* What new and exciting label claim did Nexgard receive FDA approval for?
				+ Lyme disease-related label claim: prevents infected black-legged ticks from transmitting lyme disease to dogs
			* What other Flea/Tick control products have this claim?
				+ None
			* Does Nexgard need to be given with a meal for optimal absorption and efficacy?
				+ No meal required!
			* According to Dr. Michael Dryden, DVM/parasitologist out of Kansas State University, you will not see ticks every day in Michigan, but you will see them every month?
			* At what age, according to the FDA label, can a puppy take Nexgard?
				+ 8 weeks old
			* All 4 oral flea/tick products in Isox class kill fleas freaky fast, eradicate infestations, etc., what makes Nexgard different?
				+ #1 product used by Vets on their own pets
				+ Only 4 SKUs for more efficient inventory management
				+ Coupons to pair with the #1 HW prevention on the market
				+ Free trial dose for any dogs
				+ Dispensed in 75% of vet clinics in the US
				+ #1 vet recommended
			* In Michigan, what percentage of the clinic dispensed flea/tick market share does Nexgard have?
				+ 36%
	+ Antinol new dosing