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