

Tables

Table manufacturers provide practices with many options – from foot-operated hydraulic lift tables to wall-mounted exam tables and advanced surgery tables.

Your opportunity

Commissions on table purchases, from \$895 (exam tables) to \$2,800 (surgery tables).

Stationary, mobile and wet tables are important foundations for exam rooms, treatment areas, dental procedures, surgeries, grooming and more.

Equipment overview

Today's varied veterinary table options make life easier for practices. Most models offer features for easy folding, lifting or mobile use... and are durable enough to last through years of use.

- **Electric surgery tables** include tilt-top designs with locking capabilities plus safe side-restraint systems to hold patients in place

- **Wall-mounted folding and stationary table models** provide a stable working environment for teams in exam rooms, treatment areas and other areas.

When your clients are looking for tables that support all procedures in the practice, they'll appreciate knowing that today's table manufacturers have thought of everything to support a smooth and efficient practice workflow. They may not realize that today's tables are...

Stationary, mobile and wet tables are important foundations for exam rooms, treatment areas, dental procedures, surgeries, grooming and more.

- **Hydraulic lift tables** provide a comfortable working height in seconds for the entire team, with small to large patients
- **Wet prep tables** include drop-in sinks, faucets and convenient shelving and drawers, which are ideal for dental procedures
- **Exam tables** are designed with cabinet bases and easy-glide drawers to keep equipment and supplies handy at all times
- **Mobile/transport tables and stretchers** include grooming tables and height-adjustable gurneys for smooth, stable transport of patients
- Built with sturdy stainless steel in most cases (stainless is nonporous and lasts for years)
- Engineered with hydraulics (in some models) that make it easy to work with patients of all sizes
- Versatile and customizable – for instance, some wall-mounted models fold away when extra space is needed, and many tables can be ordered in custom sizes
- Designed with extra features to keep patients safely secured in the best positions, while keeping supplies and equipment close at hand
- Sanitary – with anti-drip edges, drainage troughs, collection pails and wipe-clean surfaces
- Safe, with quick-release hinges, foot-propelled adjustments, vertical tilt positioning and more
- Available in custom, durable, powder-coat paint finishes for a warmer look when desired ■

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Prospecting Tips

Prospects likely to buy today's high-tech veterinary table options

All practices are candidates for tables, from classic utility exam tables to hydraulic lift tables and full-featured surgical tables.

Clinic clues for quality leads

When visiting a practice, check out the tables in exam rooms, treatment areas, surgery areas and all other areas of the practice.



Do they have enough tables? Are the current tables in good shape? Could the practice use a hydraulic lift table? You can spot clues by looking at what they currently use.

Approaching the sales discussion

Ask the veterinarian about the clinic's tables (age, condition, shortcomings) and if the practice plans to renovate or add rooms that will require veterinary tables.

- **Check-off/qualify:** You can initiate a discussion by asking, "Doctor, how many rooms currently have tables? Have you considered upgrading those tables or even expanding your practice with new areas that need tables?"
- **Confidence:** If YES, confirm and support benefits. If NO, assert the benefits with confidence. "I'm sure today's advanced veterinary tables will enhance the way you practice."
- **Invitation to neutral:** "Let's look at how the latest veterinary-specific tables support exams, treatments, dental procedures, surgeries and other procedures with advanced efficiency."
- **Seek alignment/understanding as the dialogue continues:** "Can you help me understand ...
 - "What's the age of your current tables?"
 - "What would it mean to have foot-operated tables that effortlessly glide up and down as needed?"
 - "What if your wet-prep dental tables offered leak-free, never-warp performance, year after year?"

It's the customer's decision... "You can decide if veterinary-specific tables will benefit you, your patients and your team." ■