

Dr. Trey Calfee

Nashville Veterinary Specialists
NVA partner since 2016.



Q. What prompted you to consider NVA for a partnership?

A. Looking at the market, we wanted to evaluate our options with a goal of staying competitive in our regional market and keeping our brand intact. We saw two broad categories of potential buyers, branded and non-branded. Being rebranded was painful to think about because what we had built was so very personal. I knew that just wasn't the right fit. As we looked at branded options, NVA quickly rose to the top because they had been doing this for 20+ years. To us, NVA had a proven background to create a pathway forward for our hospital while still honoring our organization's past.

Q. What specifically made NVA a good fit?

A. Once we entered deeper dialogue, the heart of NVA became very apparent. NVA happened to be focused on many of the same priorities our hospital had organically developed over the years. Priorities like the belief that team members can be developed and become their better selves in the work place. As you put energy and resources and time into people, you improve their ability to be useful to that organization. We found agreement in that regard, along with some new ideas and a deeper level of understanding of what's critical to the success of a business like ours.

Q. How has your business changed after joining up with NVA?

A. Prior to NVA, we had limited resources. Partnering with NVA allowed us to actually think about growing. We're naturally relatively conservative people. We're people that believe in what we do and we've had tremendous success, but we've been following that success as opposed to driving it. With NVA, we have a much more proactive mindset about growth, and have experienced significantly increased volume and revenues.

NVA has over 700 partnerships in the US, Canada, Australia and New Zealand. Our passionate, visionary local pet resort and hospital leaders embody NVA's unique entrepreneurial spirit. We'd be more than happy to talk through your questions and concerns. You can reach us at: 888.767.7755 | NVA.com | info@NVA.com