

# Lap of Love

Veterinary Hospice & In-Home Euthanasia

# Media Kit



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Lap of Love veterinarians had the honor of assisting all of the beloved pets featured in this media kit Cover Photo: **Bailey,** Woodbridge, VA, Sharesa Marie Photography



## Backgrounder

### Company Overview

Lap of Love Veterinary Hospice is a nationwide network of doctors who have dedicated their careers exclusively to veterinary hospice and euthanasia services. We believe that all pets, and the people who love them, deserve the most compassionate and supportive end-of-life experience that veterinary medicine has to offer. Our doctors offer quality-of-life assessments, pain and anxiety management, end-of-life consultations, and peaceful euthanasia in the comfort of the pet's favorite place—home.

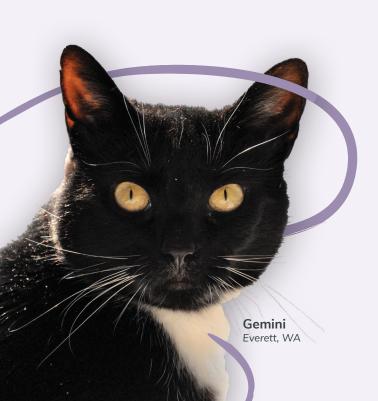
### Our Philosophy

We consider the human aspect of a pet's end-of-life care just as important as the medical aspect. Lap of Love doctors know that discussing when to say goodbye is the most important conversation a veterinarian ever has with a family. Our veterinarians offer compassionate, open-minded guidance to pet parents who are deciding when, how, and why to either euthanize or continue medical management for their pet. Our group's philosophy centers around the human-animal bond and the need for that bond to be as undisturbed as possible during this most difficult time.

### **Industry Pioneers**

Founded by Dani McVety, DVM and Mary Gardner, DVM, Lap of Love has revolutionized the care of geriatric pets, the end-stage management of terminal illnesses, and the handling of euthanasia in the veterinary space. By perfecting the veterinary hospice concept and proactively bringing euthanasia into the home, we are transforming end of life care from a minute percentage of practice into its own industry.

As the pioneers in end-of-life care, we seek to actively educate and share our vast reserves of knowledge



with other veterinary professionals and pre-professionals, providing critical information that is not taught in veterinary schools. This has substantially contributed to the growth of a new culture of veterinarians, doctors who are learning to treat death not as a failure of medicine, but as the natural progression of biology.











### Fact Sheet

### At a Glance:

Year founded: 2009

Founder: Dani McVety, DVM

Co-Founder: Mary Gardner, DVM

Headquarters: Tampa, FL

Total veterinarians: 280+
Total support staff: 225+

Total areas served: 100+ areas in 36

states across the US

- Dr. Dani McVety started Lap of Love three months after graduating from veterinary school as a way to pay back school loans while she was working in emergency medicine. Her inspiration began with a love of people combined with volunteer work for human hospice.
- Mary Gardner, DVM, joined Lap of Love in 2010 as the company's co-founder with almost a decade
  of experience in software design before becoming a veterinarian. She led the development of the
  company's proprietary practice management software.
- Lap of Love offers hospice care (which includes quality-of-life assessment, pain and anxiety management, and end-of-life consultation), and peaceful euthanasia, all in the comfort of the pet's favorite place—home. We also offer teleadvice and pet loss support services.
- Lap of Love was modeled after human hospice. Our veterinarians focus on palliative and pain management, not on curing a pet's disease.
- Since Lap of Love's inception, our veterinarians have helped over 400,000 pets and their families.
- Lap of Love has experienced significant growth since its inception in 2009.

### In 2021 alone:

Our veterinarians helped 105,000+ pets and their families.

• Our care coordinators engaged in 515,000+ conversations with families, at an average of 14 minutes per call.

 We delivered 130 hours of end-of-life education and gave 40 presentations at veterinary schools across the country.

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## Origin of Our Name

While preparing a family for a euthanasia late one night at an emergency clinic, the client looked up at Dr. Dani McVety and said "Please, can you leave her on my lap, instead of that cold, sterile table?" Only a few months out of vet school, Dr. Dani had been taught to take pets to the "treatment area" in the back of the clinic to begin the euthanasia process. But the pet parent's request was too powerful, too meaningful for Dr. Dani to refuse. With some quick improvising, she gave the little Chihuahua a peaceful passing in the comfort of her mom's lap. At that moment, Dr. Dani realized that every pet deserved a dignified experience where they feel comfortable and safe—in their parent's lap.

Shortly after, Lap of Love Veterinary Hospice was born in Tampa, Florida, growing from a fulfilling, parttime project to pay back Dr. Dani's student loans into a passion for pets, their people, and the doctors who care for them.

Today, Lap of Love is one of the most respected networks of doctors in the veterinary profession, setting the standard for end-of-life care higher than it has ever been before.



Our Logo

Veterinary Hospice & In-Home Euthanasia

Download our logo.

# What Makes Us Unique

#### **Our Services**

Lap of Love exclusively offers in-home, end-of-life veterinary care services. These include:

- · Peaceful, dignified euthanasia
- Veterinary hospice
- Teleadvice

We also provide quality-of-life assessments, pain and anxiety management, end-of-life consultations, and pet loss support services. Our veterinarians offer compassionate, open-minded guidance to pet parents who are deciding when, how, and why to either euthanize or continue medical management for their pet. A peaceful end-of-life experience best supports the comfort of the patient, allows the clients to navigate their grief without the burden of guilt, and provides the most supportive environment for doctors. These benefits culminate to unparalleled patient care and promotion of the human-animal bond.

#### **Our Doctors**

When hiring, Lap of Love specifically seeks empathetic veterinarians who provide clients with gentle guidance and genuine compassion instead of narrow-minded judgment. Any veterinarian who chooses to dedicate his or her life to the practice of veterinary hospice and euthanasia is incredibly special. It's not an easy role to play in our society, and when asked why we do this, our response is always: "Because it is an honor."

### We are Industry Pioneers

Lap of Love has revolutionized the care of geriatric pets, the end-stage management of terminal illnesses, and the handling of euthanasia in the veterinary space. By perfecting the veterinary hospice concept and proactively bringing euthanasia into the home, we are transforming end-of-life care from a minute percentage of practice into its own industry.

As pioneers in end-of-life care, we seek to actively educate and share our vast reserves of knowledge with other veterinary professionals and pre-professionals, providing critical information that is not taught in veterinary schools. This has substantially contributed to the growth of a new culture of veterinarians, doctors who are learning to treat death not as a failure of medicine, but as the natural progression of biology.





# Lap of Love Founders



# Dani McVety, DVM Founder and Chief Executive Officer

Veterinarian | Entrepreneur | Speaker | Author | TV Host

Dr. Dani McVety has a deep love for the human-animal bond. After graduating from veterinary school, she practiced emergency medicine and gained a greater understanding of how to help families at a time in which they felt the most helpless.

Already an accomplished entrepreneur before vet school graduation, Dr. McVety partnered with Dr. Mary Gardner one year after founding Lap of Love. Dr. McVety frequently writes and speaks for professional and lay audiences on end-of-life veterinary topics. As a certified body language instructor, one of her favorite topics is communication.

Dr. McVety is the youngest recipient of the University of Florida's Distinguished Young Alumni Award (2013) and the Florida Veterinary Medical Association's President's Award (2014). She also won Pet Industry Woman of the Year (2016).

Learn more about Dr. McVety



# Mary Gardner, DVM Co-Founder and Chief Innovation Officer

Veterinarian | Speaker | Entrepreneur | Author | Inventor

Dr. Mary Gardner spent a decade in software design before completing her Doctorate of Veterinary Medicine. She worked in general practice for two years before joining Dr. Dani McVety as the co-founder of Lap of Love Veterinary Hospice in 2010.

Combining her software experience with her knowledge of the veterinary industry, Dr. Gardner led the development of Lap of Love's proprietary practice management software, which is specific for veterinary hospice and euthanasia services.

Dr. Gardner writes and speaks for professional and lay audiences on all aspects of end-of-life care, including veterinary hospice and euthanasia. She is a frequent speaker at veterinary industry events, professional sales meetings, veterinary schools, and animal hospitals around the country. Dr. Gardner won the 2020 VMX Small Animal Medicine Speaker of the Year. In 2022, she published a book for pet owners who are caring for geriatric dogs and will release her book on cats in fall 2022.

Learn more about Dr. Gardner



## What People Say About Us

### What Our Clients Say

"Because of you, I'm not afraid to get another dog."

— J. Weddington, Albuquerque, NM

"To have Maggie home, on her bed, with her pillow, surrounded by all was the greatest gift we could ever give her. I can't say enough about Lap of Love and the warm environment they provide at such a difficult time."

Track Rob Chris and Rot Erroport NY

— Tracy, Bob, Chris and Pat, Freeport, NY

"Dr. Anne reassured us that letting Connor go was the compassionate thing to do. She took one of the worst days of my life and made it much better than I could have imagined."

— K. Arbaugh, Media, PA

"Dr. Leann gave wonderful counsel, removing guilt and dread from the process. With her empathy so apparent, I was able to express my grief fully, without fear of judgment."

— B. McIlvaine, Vista, CA

"With [Dr. Lori's] hospice help, Daisy and I were able to enjoy 5 more months together!"

— D. Ortega, Portland, OR

...and thousands more on our website!

### What Our Doctors Say

"I say it all the time, and I mean it each time...this work is SUCH an immense privilege!"

— Dawnetta Woodruff, DVM, St. Louis, MO

"I never imagined a job centered around end-of-life care could be so rewarding and humbling. I get to witness unconditional love on a daily basis, and the gratitude from the families I meet far outweighs the sadness we may experience."

— Mary Kovach, DVM, Orlando, FL

"I am still, on a daily basis pinching myself that I am now part of Lap of Love. I honestly think this is and will be the best chapter of my career and life."

> — Sheilah Robertson, BVMS (Hons), PhD, DACVAA, DECVAA, DACAW, DECAWBM (WSEL), CVA, MRCVS, Senior Medical Director at Lap of Love and former professor of Drs. McVety and Gardner, Gainesville, FL



Coco Franklinville, NJ Valerie Bruder Photography

### Timeline

- 2009 Dr. Dani McVety starts Lap of Love Veterinary Hospice in Tampa, FL.
- 2010 Dr. Mary Gardner joins Lap of Love as co-founder.
- 2011 Lap of Love welcomes their first veterinarian outside the state of Florida, in Charlotte, NC.
- 2013 Lap of Love expands to serve 20 states across the country.
- 2015 Lap of Love establishes a dedicated Support Center, staffed by a team of compassionate professionals to assist families over the phone.
- 2017 Lap of Love has been honored to sit at the bedside of more than 100,000 pets and their families, assisting in the peaceful and loving transition of euthanasia, since it was founded.
  - Lap of Love's team grows to over 100 doctors nationwide!
- 2018 Lap of Love expands to serve 30 states across the country.
- 2020 Lap of Love has been honored to sit at the bedside of more than 250,000 pets and their families, assisting in the peaceful and loving transition of euthanasia, since it was founded.
  - Lap of Love's team grows to over 200 doctors nationwide!
  - Lap of Love launches Teleadvice services to serve families nationwide in response to COVID.
- 2021 Lap of Love has been honored to sit at the bedside of more than 400,000 pets and their families, assisting in the peaceful and loving transition of euthanasia, since it was founded.
  - Lap of Love launches dedicated pet loss support services for anyone who has experienced the loss of a pet.



### **Awards**

- 2013 Dr. Dani McVety receives the University of Florida College of Veterinary Medicine's Distinguished Young Alumni Award, making her the youngest recipient of the award to date.
- 2014 Dr. Dani McVety receives the Florida Veterinary Medical Association's President's Award, making her the youngest recipient of the award to date.
- 2016 Dr. Dani McVety receives the Advocate Award and is named Pet Industry Woman of the Year by Women in the Pet Industry Network (WIPIN).
  - Dr. Mary Gardner receives the University of Florida College of Veterinary Medicine's Distinguished Young Alumni Award.
- 2017 Lap of Love appears on the 2017 GrowFL Companies to Watch List, which celebrates high performing, second-stage companies headquartered in Florida.
  - Lap of Love is a semi-finalist in the Greater Tampa Chamber of Commerce's 2017 Small Business of the Year awards.
  - Dr. Dani McVety receives the Tampa Bay Business Journal's 2017 Up & Comers Hall of Fame award in the Under 40 category.
  - Dr. Dani McVety's presentation wins NAVC Conference Session of the Year.
- 2018 Lap of Love receives the first-ever Innovative Practice of the Year award from the Veterinary Innovation Council, a division of the North American Veterinary Community.
  - Lap of Love wins Best in Show at the inaugural Veterinary Innovation Council Awards for receiving more votes than any nominee in any category.
  - Lap of Love ranks 1956th on the 2018 Inc. 5000 list of the fastest-growing private companies in America.
  - Dr. Dani McVety and Dr. Mary Gardner are voted "Top 20 Veterinarians to Watch in 2018" by Fetch/DVM360.
- 2020 Dr. Mary Gardner wins VMX Small Animal Medicine Speaker of the Year.



The Gator100 is a list of the fastest-growing companies in the world led by graduates of the University of Florida. The awards were launched in 2015.

2015 — Lap of Love ranks 29th

2016 — Lap of Love ranks 45th

2017 — Lap of Love ranks 76th

2018 — Lap of Love ranks 19th

2019 — Lap of Love ranks 11th, our highest ranking to date!

2020 — Lap of Love ranks 19th

2021 — Lap of Love ranks 87th.

2022 — Lap of Love ranks 61st. This marks the 8th consecutive year in a row Lap of Love has been on the Gator100, the ONLY company to achieve this feat!

# Media Coverage

Navigating Pet End-of-Life Care, Petworks, 11/14/21

5 Pillars of Veterinary Hospice Care, DVM360, 10/14/21

Melanie Johnston talks about her experience with Lap of Love, Clarion Ledger, 9/13/21

How to Improve Your Senior Dog's Quality of Life, American Kennel Club, 5/4/2021

Hey Thanks, Lap of Love, Nashville Scene, 11/19/2020

Interview with Dr. Mandi Beckmann, News channel 8 Rochester, 1/29/2020

In-Home Euthanasia: Putting a pet down at home, Be.Chewy.com, 9/26/2019

<u>Lap of Love: Pet hospice ensures pets spend final days at home with families, WCPO Cincinatti, 4/11/2109</u>

Hospice Care for Family Pets, Fox 5 NY, 9/24/2018

Hospice Care...for Pets? Huffington Post, 3/27/14

Hospice Care Offered to III Pets, Grieving Owners. The Associated Press, 12/11/2013

All Dogs May Go to Heaven. These Days, Some Go to Hospice. New York Times, 12/1/2013

Waterloo, IL

...and many more on our website!

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