

How To Start A Low-Cost Spay/Neuter Referral Program

- Locate a veterinarian who want to help lower the number of surplus cats and dogs, and who is efficient at neutering – or is willing to learn techniques from a veterinarian who is very good at it.
- Ask this veterinarian if he or she will reduce the fee for surgery to a low, affordable rate – even if only one or two days a week.
- Have the vet sign an agreement with you to reduce prices for people you refer. The agreement states the special prices he/she will charge for a male cat, a female cat, a male dog and a female dog (these may vary by weight). One formula that has been successful in a number of places is to have the veterinarian reduce his/her fees for the one visit by a third, the client pays a third and the local group contributes a third if the client is truly destitute or has multiple animals to be spayed/neutered.
- Set up a phone number and an easy way for you to refer callers to vets. In some areas, volunteers take the calls directly, or have a telephone answering machine to record calls. They then send out a certificate to callers, giving the vet's address and telephone number so the caller can make an appointment. The veterinarians are paid promptly at the time of service.
- Once a certain area is covered, the service can be expanded to other areas and more veterinarians can be signed up. Many of the vets find new clients in this way.



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