

## **Transcript – Sand Creek Animal Hospital**

**0:00 Dr. Matthew McDaniel:** Sand Creek Animal Hospital is a companion animal hospital.

**0:04 Dr. Matthew McDaniel:** We see dogs, cats, rabbits, guinea pigs.

**0:07 Dr. Matthew McDaniel:** My wife and I in 2002 started the practice from the beginning, from scratch.

**0:13 Dr. Matthew McDaniel:** M&T and Sand Creek Animal hospital we share kind of the philosophy of how we treat our customers, our clients.

**0:21 Dr. Matthew McDaniel:** I was really impressed by the personal relationship.

**0:25 Dr. Matthew McDaniel:** The first meeting was more about who I was, what my business was about.

**0:29 Dr. Matthew McDaniel:** They really wanted to hear about my goals, they wanted to hear about my needs.

**0:35 Dr. Matthew McDaniel:** They just didn't look at a spreadsheet. They just didn't look at financials, they just didn't look at tax returns, they looked more at who we were, and they listened to who we are.

**0:44 Dr. Matthew McDaniel:** I've received more attentive, more personal service from M&T than I received from my small regional bank that I used to do business with.

**0:53 Dr. Matthew McDaniel:** Because of that partnership, we've been able to grow our business to a stronger, better, bigger level than we ever dreamed we could.

**END**