

# United States TICK ZONES

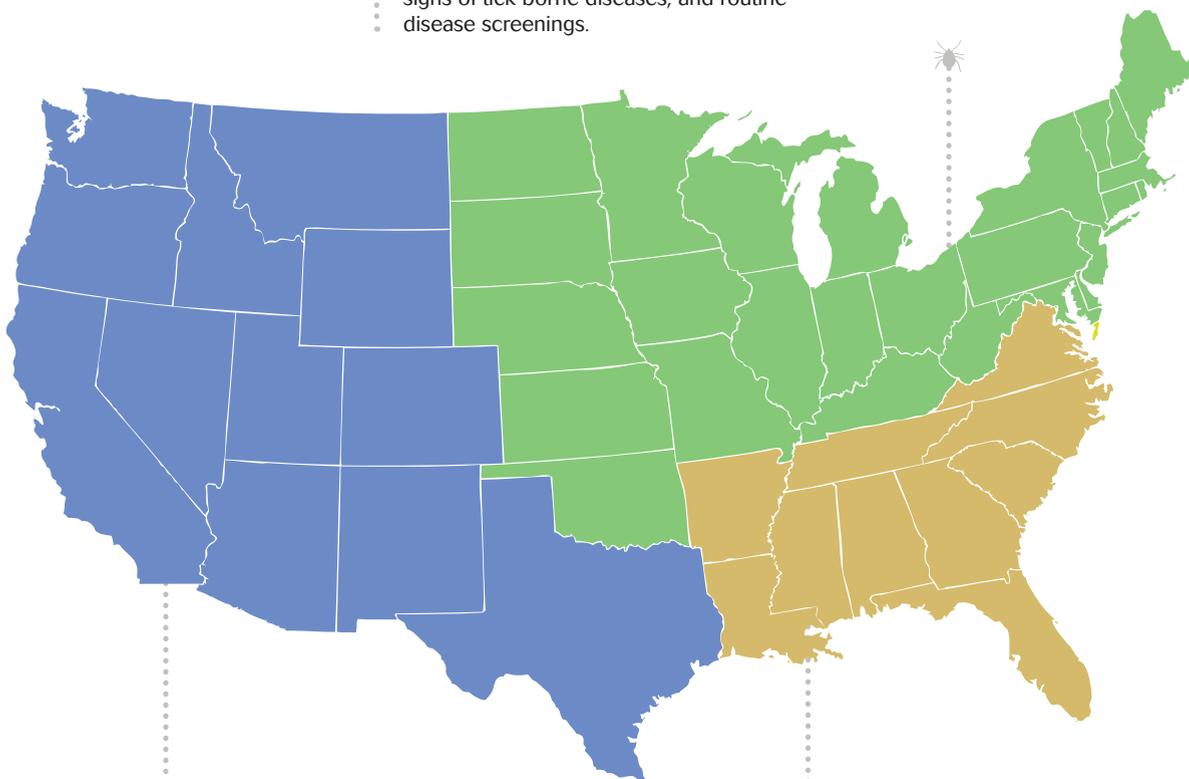
## The Northeast and upper Midwest

Lyme disease is most prevalent in the northeast, from Pennsylvania to Massachusetts, and the upper Midwest, in Wisconsin and Minnesota. The black-legged tick, commonly called the deer tick, resides in grassy meadows, young forests, and along roadways and trails.

>>> **Remind clients** to exercise tick prevention besides topical treatment, including inspecting pets for , watching for signs of tick-borne diseases, and routine disease screenings.

>>> **Start the conversation** with brochures that accompany tick preventives. Brochures are great tools to help teach owners about the products available and stress the importance of their use.

>>> **Hand out tick cards**, courtesy of the American Lyme Disease Foundation ([aldf.com](http://aldf.com)). These tick cards show clients different types and sizes of ticks, and they offer tips on how to avoid them.



## The West

Species like the Rocky Mountain wood tick and the American dog tick are found throughout the region. And the Western black-legged tick is found on the Pacific coast. Ticks throughout the west hide in grassy areas or woodland and warm, sandy areas. They also live in hot, drier range areas, rocky habitats, or animal shelters.

>>> **Start the tick conversation** by asking questions, such as whether clients are planning to travel with their animals or if they have any specific concerns.

>>> **Focus on prevention**, educating clients, and offering preventives case-by-case, based on the animal's risk.

>>> **Recommend a good once-over** with fingers and eyes if clients are avid hikers or frequent wooded areas.

## The Southeast

The Lone Star tick is the most common in the southeast. It can also be found in grassy meadows and woodland. Other species of ticks found in the lower portion of the country hide out in warm, subtropical climates in shaded, sandy areas.

>>> **Always ask** whether pets venture into wooded or grassy areas to identify the pet's risk.

>>> **Use the printed material** from preventives to educate clients.

## Best practices

It's a good idea to start improving your clients' tick awareness by recommending a parasitic disease screening at each annual checkup. Even if pet owners feel their area isn't affected by ticks, they should still monitor their pets for ticks and symptoms of illnesses. Tick-borne diseases are slowly migrating. Annual disease screening helps protect pets and provides an accurate record of incidence in the area.

For team members, client communication is essential. Use attention-grabbing phrases, such as, "Tick-borne diseases are typically easier to prevent than to treat." Buzzwords, such as "exposure" and "disease transmission," can also make a strong impact. The bottom line: Ticks are a threat in every area of the country.