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INTERNATIONAL ACADEMY FOR DENTAL FACIAL ESTHETICS,  
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- Thank you for that kind introduction.
- Let me begin by thanking the International Academy for Dental Facial Esthetics, in particular Dr. David Hoexter, Chair of the Organizing Committee, for the opportunity to share some thoughts tonight, and thank you for the privilege of being a Fellow in this remarkable organization.
- Like so many others in the dental community, I have such admiration for the skill of the Fellows of the International Academy for Dental Facial Esthetics. You truly are the miracle workers of the dental profession.
- Mother Theresa once said, “We shall never know all the good that a simple smile can do.” What we do know is that for many people around the world, the good that a smile can do begins with the substantial talents of the professionals gathered in this room tonight.
- A healthy smile is cherished and invested in. A healthy smile demonstrates confidence and self-esteem. A healthy smile is a basic human right that too many around the world do not have – but that inequity is being addressed by this fellowship.
- The IADFE and Henry Schein share a global perspective on the many complex oral health issues that we face. The IADFE is international in scope. Henry Schein has operations on six continents. The Fellows of the IADFE and the members of Team Schein speak many different languages, as do the people who we serve. Yet both of our organizations know the truth in the old proverb that says, “All people smile in the same language.”
- A smile is universally understood and appreciated. A smile is a treasured gift that can be given without a word from one person to another. And through the work that we are doing together, we are helping people around the world give that treasured gift.
- All of us at Henry Schein have such an affinity with the International Academy for Dental Facial Esthetics because Henry Schein and the IADFE have three common commitments: a commitment to a shared patient-centric vision; a commitment to excellence; and a commitment to building relationships of trust.
- The mission of the IADFE is to foster interdisciplinary education and to create new bridges in the area of facial esthetics. The IADFE’s approach is patient-centric – as any interdisciplinary approach must be. The goal of bringing expertise together is to enable better treatment for the patient.

- At Henry Schein, we seek to do the same thing: to create an open, interdisciplinary approach to digital dentistry with the patient as the center of our work.
- The Fellows of the IADFE have the power to transform the lives of patients, and it is right to celebrate the work of the IADFE. All of us at Henry Schein stand with you and support your patient-centric vision. We are proud to partner with you to advance your transformational work for the industry and the individual.
- Second, the IADFE and Henry Schein share a commitment to excellence.
- It is not hyperbole to say that the Fellows of the IADFE strive for and achieve excellence in all they do, because that excellence is seen in the smiles of their patients. The orthodontic, periodontic and prosthodontic restorations being achieved by this Fellowship is unsurpassed. Through education, training and the sharing of clinical best practices, you truly are the global leaders in dental esthetics.
- In this era of digital dentistry, the skills of the dental esthetic professional have been enhanced tremendously and the restorative results are greater than ever.
- The advent and refinement of implants, the creation of new restorative materials, new digital technology tools, 3D imaging, and many other aspects of today's modern dental practice were only dreamed of two decades ago.
- Today, the global community has a clear appreciation for a cosmetically appealing smile, which has become essential for anyone who deals with the public. People are demanding excellence in their smiles, and like the IADFE, Henry Schein strives for excellence in all that we do.
- Third, the IADFE and Henry Schein share an understanding that relationships and trust are essential to change.
- The Fellows of the IADFE know that the first step to helping a patient is a relationship that is built on trust. When this trust is in place, it can lead to great change in a person's life as seen through their smile.
- Similarly, Henry Schein forges strong relationships with our five constituencies – Team Schein, our customers, supplier partners, investors and society. Through these relationships, we build trust, which has enabled us to help effect great change throughout the oral health community.
- Some of the greatest changes that we have helped introduce to the dental profession are the many technology tools that have dramatically improved the level of patient care while enhancing practice efficiency.

- We focus on practice care so our customers can focus on patient care. Our goal is to help our customers operate a more efficient and effective practice so they can focus their efforts on patient-centric activities – on creating brilliant smiles.
- I would like to conclude with some thoughts on the future, as both the IADFE and Henry Schein share a determination to lead in quickly changing times.
- The Dental market remains relatively soft overall and growing at lower rates than historical norms. It is changing faster now than ever before and the pace of change continues to accelerate.
- There is the increasing awareness of the importance of oral health to overall health, and a focus on wellness and prevention.
- Preferred provider organization pressures are leading to lower pre-procedure reimbursement.
- There is continued customer consolidation throughout the world, with more large and mid-size group practices and community health centers.
- Group purchasing organizations are looking into the Dental community.
- The marketplace for dental prosthetic solutions is evolving rapidly through digitalization.
- More medical plans now offer dental benefits.
- And three global demographic trends affect the oral health market:
  - An aging baby boomer population that will need more health care services.
  - A growing middle class that will have more discretionary income to devote to health care
  - An increasingly diverse population that requires cultural competency in the health care professions
- Like the IADFE, at Henry Schein we identified these important trends in the global dental market early and have taken swift action to address these trends and remain a leader.
- I want to close tonight with an old Chinese proverb that you may have heard before, which says, “Use your smile to change the world; don’t let the world change your smile.”

- All of us here tonight know the power of a smile – the power that Mother Theresa spoke of, the power of a smile to help change the world.
- The Fellows of the International Academy for Dental Facial Esthetics are helping to create these powerful smiles all over the world, and Henry Schein is proud to be your partner in supporting your good work.
- By continuing to work together, we can help ensure that the world does not diminish our commitment or change the powerful smiles we are bringing to the world.
- Thank you.