

[Music]

I'm a teacher I'm a special education teacher and I've taught for 24 years in special education in a previous life when I was doing a lot of heavy industrial commercial construction work we'd always have to go through physicals every year in each year that I'd go through that physical the hearing tests kept going lower and lower I was having a hard time hearing kids at the back of the room I was having a hard time hearing a little side comments that kids might make that were kind of under under the radar so I noticed that I was missing out on things when I turned 50 I always put it off because I'm not old enough to have hearing aids right you have to be old to have hearing aids which I learned wasn't true but I was reluctant to do it so when when I worked directly with patients and especially for patients who are experiencing their first amplification and of course understanding that coming to the point where someone has to admit that they have a hearing loss and admit that they're struggling and working too hard at things they have to come to the realization that they want to do something and so understanding that they come to us after several years

sometimes of this debate going on it's wonderful to see them make a good decision make the right choice it's a way to keep your world big and instead of having your world collapse and get smaller and smaller it's a way to keep yourself from being isolated it's a way to be able to interact with people and understand and hear what they're saying and actually learn from them and work with them it's a way to keep yourself vibrant so and not isolated I think hearing is an extremely important part of that

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and having a non-profit arm this company is very very important the work that they do is amazing and what they provide is for people who couldn't typically afford it but very badly need the assistance they're providing it I personally do two or perhaps three Foundation patients each year I'd love to do more in our practice look at that as an option for someone who needs to help but can't afford it and we immediately talk to them about the foundation as an option and it's been it's been great work very well I think it's very good that Miracle Ear is giving back to the community like that I think one of one of our guides is to provide for those that can't afford it

or can need assistance is important to give back and I think that's a huge factor of coming to Miracle Ear that they can do that that they wanted to do that they're engaged to giving back to the community and those that can't afford it when we buy Miracle Ear products that a certain amount of it goes to the Miracle Ear Foundation and then they look at people who can't afford hearing aids who need hearing aids and are able to provide that service to those people so they give back to a community that needs help knowing that every patient that decides to work with us purchase hearing aids knowing that that transaction offers something to people who can't afford hearing help is terrific it's it's something that that we probably take for take for granted but it's there it's excellent

[Applause]

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