

**From:** Ben Schulte  
**Sent:** Thursday, September 03, 2009 8:17 AM  
**To:** Demetrios Ballas  
**Subject:** Job Well Done ... Again!

Demetri,

I wanted to take a moment and formally thank you for the impact you have had on our company. Besides always being a top performer and projecting a positive attitude, your unique ability to solve complex situations with creative solutions is astounding.

I know that I and your other colleagues across the country frequently seek your counsel when faced with difficult situations. Again this year at the Henry Schein Dental National Sales Meeting I had dozens of rep's from your territory approach me at the Biolase booth to tell me that you are doing a great job and consistently exceed their expectations. This is the highest commendation that a manufacturer's representative can receive from their distribution partners.

Demetri your strong work ethic and consuming desire to take care of our customers truly makes you an asset to our company and all of our stakeholders. I am proud to be on your team!

*Ben Schulte*

**waterlase\*dentistry**

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