

Life is short. Do things that matter!



AN INVITATION TO WORK WITH US



**HELPING THE CHILDREN AND PEOPLE
OF THE PHILIPPINES RECEIVE FREE
AND SAFE CLEFT LIP AND CLEFT
PALATE SURGERIES**



Philippines #1 Outreach Program

THREE YEARS AND 2,500 SMILES

Mabuhay Missions
Mission Organizers



*We measure our success one surgery at a time.
We just repeat that success many times over, and over, and over!*

JOIN US AND PARTICIPATE

SPONSOR A MISSION

GET EXCITED

PARTNER WITH US

DARE TO GIVE A SMILE



"The future depends on what we do in the present." ~ Mahatma Gandhi

Our Purpose and Identity

Why We Exist — Our Mission

Bring free, safe, life-changing surgeries by skilled medical teams to the poor children and people of the Philippines, and to inspire others to help us do this.

Why We Do It—Our Humanity

It's simple! Because we should!

**More than
5,300 babies**
will be **born** with
facial cleft deformities
in the **Philippines**
this year

Success Needs A Commitment

Unless a commitment is made, there are only promises and hopes, but no plans!

Conducting missions is always hard; but conducting them successfully, repeatedly, and with enough of them to make a real difference requires an intense commitment and dedication by leadership, by the entire team, and by each of our partners – it doesn't happen just because a

"few people sometimes show up!" Our commitment is the promise and passion we dedicate to our Mission and our Values! We need Your commitment to enable us to achieve Ours! *Talk is easy – success is hard work and takes real commitments of time, money, governance, and partnership to have successful, safe, and efficient missions!* We commit 100% of these to each life-changing surgery we perform!

"Commitment turns a Promise into Reality"

"You have not lived today until you have done something for someone who can never repay you!"**

The Challenge

Our success, and the resources we need, depend on an entire community of supporters and partners working together! Local governments, health agencies, local businesses, Service Organizations, and extraordinary citizens are all critical in giving us the ability to serve as many of those in need

as we do, but it's still not enough. Even at nearly 1000 surgeries last year, the needs we face exceed our ability to deliver these life-changing surgeries. We need and ask for your support and aid in our quest! **Please, Participate with us – Together We Will Succeed!**

Success Needs Innovation

Innovation—who would have thought it's critical to truly successful medical missions? But our total commitment to innovation in serving our patients enables us to find, prepare, care for, and serve the greatest number of patients, often from among those least able to afford it.

For example, our innovative and unique Early Patient Preparation program begins with our Patient Organizers going out and searching for prospective patients where they live. We then provide them with up to 2-4 weeks of wellness medicines to be sure they are healthy for their labs and surgeries. Two

Innovation: we are Always looking for a Better Way!

weeks before the scheduled mission we bring them for a full medical examination and all appropriate labs, providing any additional early intervention medicines or procedures that may be required. The value of innovation like this is real and measurable – when they do come for their surgery, well over 95% of our patients are healthy, ready, and able to receive their life-changing operations!

Innovation is driven by commitment: to leadership, to collaboration, to culture, and systems. It is the result of fulfilling our promise to improve or change the way things are today!



A story of hope and a smile, just 8 days after surgery.

* (Peter Drucker, management guru)

** John Bunyan, 1628-1688 *The Pilgrim's Progress*



When "free" Isn't FREE!

Poverty is a great inhibitor. In many areas we serve, 50% or more of our patients and their families live in poverty or extreme poverty – many go hungry at least once a week!

Many medical missions promote "free surgeries". But when you don't have money to travel there; when you can't pay for the necessary labs and medical exams; when you don't have money for food and a place to sleep when you get there; then "free" isn't FREE! Its completely unaffordable!

We meet every single expense associated with coming to a mission – from transportation to labs and exams, from food to a place to sleep. 100% FREE to every patient! Every expense is covered!

Dignity, Compassion, Respect, and Fun

- Dignity — how we value people, their ideals, and their person!
- Compassion — about our desire to help those who are in need!
- Respect — our feeling that someone is good, valuable, and important!

In innovating the way we conduct our missions from beginning to end, we have introduced local teacher-led daily arts and crafts sessions for both young kids (and those older but still young at heart) as well as reading and story sessions for young kids. And with parents, we provide awareness of the long term care and speech therapy needs of our patients.

Our missions provide life-changing surgeries for people, but it's also important that we treat them with dignity, compassion, and respect—not as something for bragging rights, and not simply as targets or numbers to be achieved!

Our entire behavior toward every patient we serve describes and embraces these values!



**2,519 surgeries in 39 missions
Ranked #1 Philippines Outreach Program**

EVERYDAY IN THE PHILIPPINES

Just one of our experienced surgical teams can create up to 12 new smiles



A few of the 71 new smiles in this mission!

Our Mission

Our Vision

Our Values

THESE ARE THE PROMISES THAT EMBRACE OUR IDEALS AND GUIDE OUR DAILY ACTIONS!

WHAT WE DO

To bring free, safe, life-changing surgeries by skilled medical teams to the poor children and people of the Philippines, and to inspire others to help us do this.

Our Mission is why we exist, and it guides us in all our immediate as well as long-term actions, decisions, and responsibilities.

WHY WE DO IT

That all children of the Philippines have an equal opportunity to receive these life-changing surgeries.

Our Vision is the long-term objective we wish to achieve from our commitment and dedication to Mission and Values.

HOW WE DO IT

Integrity and honor in our actions; trust in each other; respect for those we serve; compassion and dignity for all in need; character and courage in our behavior; commitment to excellence in our Mission; passion to achieve our Vision.

Our Values are the principles, beliefs, philosophies, and ethics that drive our decisions, actions, and behavior in all that we do.





Success Needs A Plan

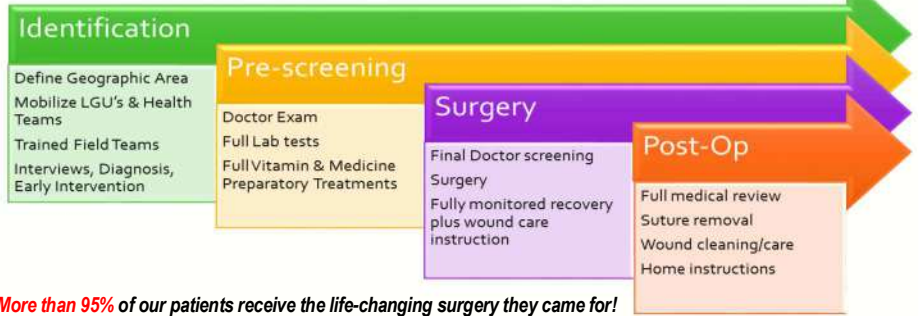
Our innovative approach to **Early Patient Preparation** insures we ourselves locate and serve the greatest percentage of patients in our missions, and allows us to provide well over 95% of them with their life-changing surgery!

Most medical missions simply use un-involved third-party or simple word-of-mouth referrals for possible patients — without initial assessments to match requirements, without medicines weeks in advance to insure overall good health and readiness for their surgeries, without labs and medical exams to support early interventions in time to correct them before any surgery — most of these medical missions must send **40-75%** of patients home *without their surgery!*

Our Missions are FREE!

Every one of our patients in each of our missions receive FREE:

- Initial pre-medical evaluation and assessment
- Vitamins and medicines weeks in advance of their surgery
- Early examination and diagnosis with early intervention where needed
- Laboratory tests and X-rays as appropriate
- Transportation, all meals, and sleep arrangements
- Surgery, including all medicines, anesthesia, and supplies
- Post-Op follow up treatment, care, and education
- Medical Certificate
- Allowed up to 2 caregivers per patient



More than 95% of our patients receive the life-changing surgery they came for!

So Many Smiles To Go!

Every time we find a child with a facial cleft deformity, our hearts race with the excitement of knowing we have been given the opportunity to change a lifetime! It's a feeling hard to explain, but the passion and commitment to our Mission are renewed each time!

Our search for resources to serve and treat these children must be as never-ending as their need! **We need your Participation, Sponsorship, or Support, to help us change these lives!** Without equally dedicated partners, sponsors, and supporters we can't reach as many lives as we must!

The need for surgery to correct these deformities extends directly to each person's lifelong physical and emotional well-being. By resolving them early in life we reduce feeding problems, repeated ear infections, hearing loss, and speech and dental issues. And when the emotional burdens of often crippling social stigmas can be eliminated early in life, patients and whole families are able to live happier, healthier, and more productive lives in the community. *Everybody Wins!*



If together we can change these lives, perhaps some of them can change the world!

Success Needs Action

A recent rural outreach mission served an area of about 100,000 people, where over 40% of the families are living at or below the poverty line of about 6,300 pesos* monthly—with nearly half of them living in extreme poverty on half that amount! Without our help, most families could not even afford the travel costs to get to the mission!

For every mission, we serve all our patients and their caregivers with everything they need while they're with us — 100% free! Here is just an idea of what it takes for a successful "typical" large rural mission.

- 125** Surgeries
- 425** Patients and caregivers
- 9** Calendar weeks start to finish
- 655** Medicine pack handouts
- 12** On-site Professional medical staff
- 6** Consecutive 12-hour surgery days
- 185** Sleeping arrangements
- 1100** Patient and caregiver transports
- 4300** Patient and caregiver meals
- 0 Total Cost to Patients!**

* 6,300 pesos (\$140) for basic food needs for a family of five

Success is a Journey

Success is a journey, not a destination. If that is the case, then our success can be measured by our journeys – 39 outreach missions since we began serving the children and people of the Philippines, providing 2,519 life-changing surgeries!

Without commitment we wouldn't have a plan. Without a plan we wouldn't be prepared. Without preparation we wouldn't be successful!

But our success depends on the commitments and actions of an entire community of willing partners, sponsors, supporters, and extraordinary citizens working together!

Poverty is a very complicated issue, but giving a child a smile isn't!

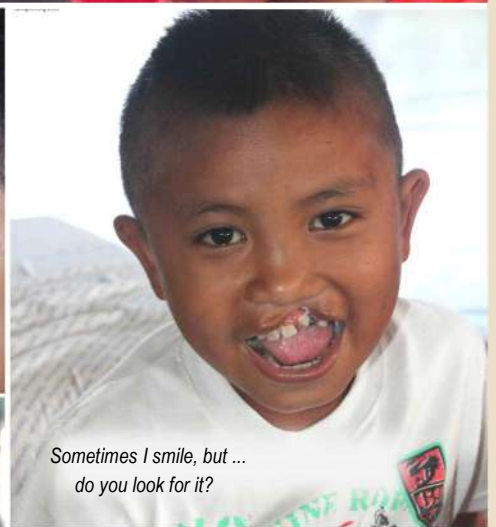
Success Can Be Measured

Three Year Performance

	2014	2015	2016	2017	Patients	Missions
Bohol			189	93	282	3
Leyte		139	306	101	546	5
Negros		175	220	202	597	11
Panay	43	265	115	291	714	15
So Leyte		321	59		380	5
Grand Total	43	900	889	687	2519	39



SO MANY SMILES TO GO!
PARTICIPATE WITH US!
DARE TO GIVE A SMILE!



SmileTrain
Partner

Proudly partnering with

Rotary

SHARE OUR JOY

PARTICIPATE WITH US

SUPPORT OUR WORK



JOIN US! SUPPORT OUR WORK!

"Alone we can do so little; together we can do so much".*

As in life, partnership, teamwork, common empathies, and shared visions can bring us together and make us stronger and better able to meet and conquer life's challenges and opportunities! *Participate with us; Join our team; become a partner, sponsor, or supporter; and share our joy in creating smiles wherever we go!!*

Likewise in our Mission, partnership, teamwork, common empathies, and shared visions are what enable us to conduct successful, safe, skilled, and efficient missions that allow us to provide so many life-changing surgeries for those in need and who have so much to gain!

Our success depends on an entire community of partners, sponsors, and extraordinary citizens working together!

Dare to give a Smile!

PARTICIPATE AND CHANGE LIVES!

FUND OR SPONSOR A MISSION!

HELP SUPPLY A MISSION!

BUT DO SOMETHING!



** Helen Keller*

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SOMETIMES THE "BEFORE AND AFTER" IS THE WHOLE STORY!



"We changed her smile ... maybe she will change the world!"
Larry Mally, Founder of Medical Mission Matters.