

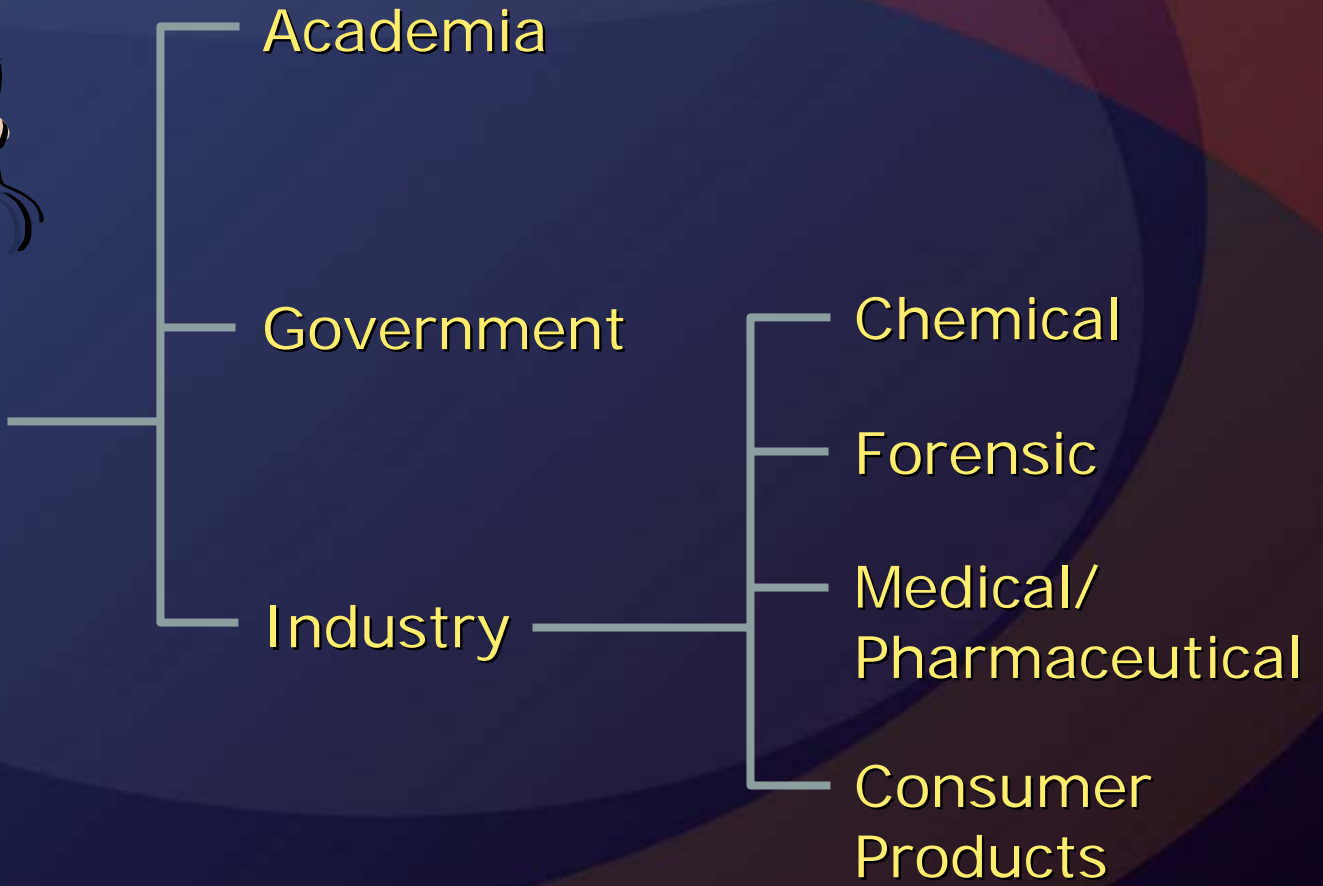
Lori Kumar, Ph.D.

Vice President, Oral Care R&D
Pfizer Consumer Healthcare

August 22, 2004

in Reaching for the Stars
The Degree is only the First Step





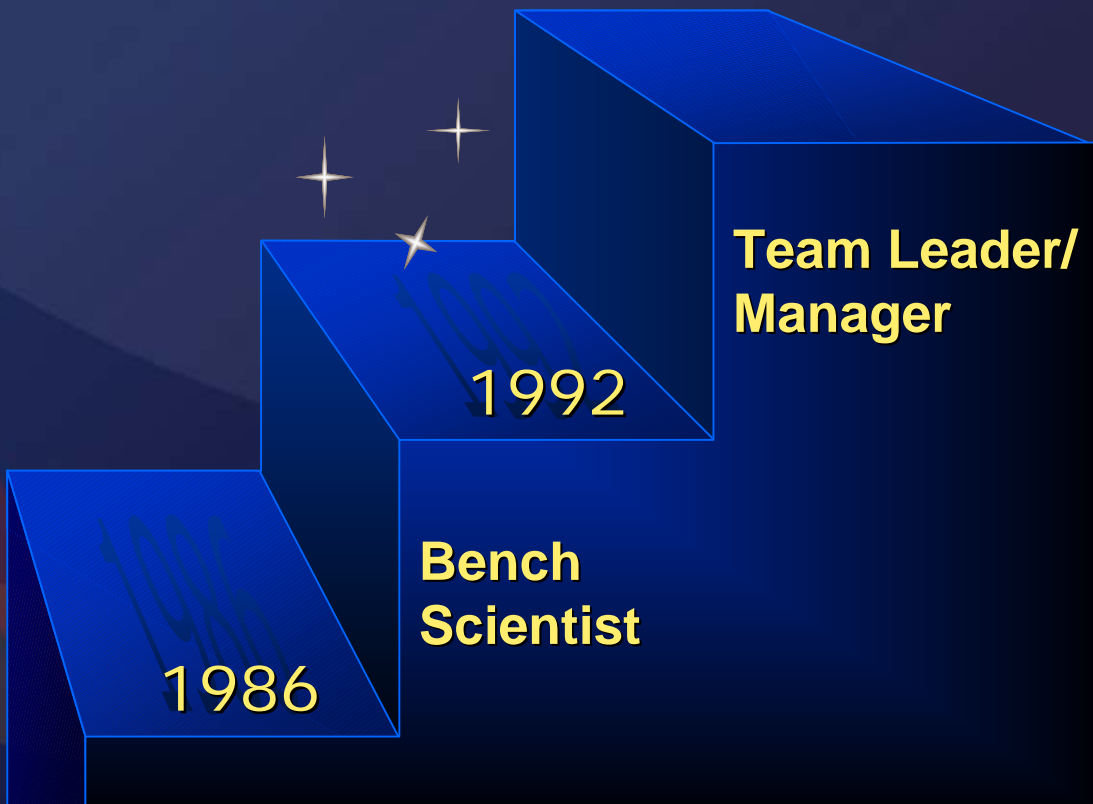


1986

**Bench
Scientist**

Bench Scientist

- Science and art involved in creating products
- Influencing others within R&D and manufacturing
- Project management
- Communication – reports and documentations
- Understanding the business rationale



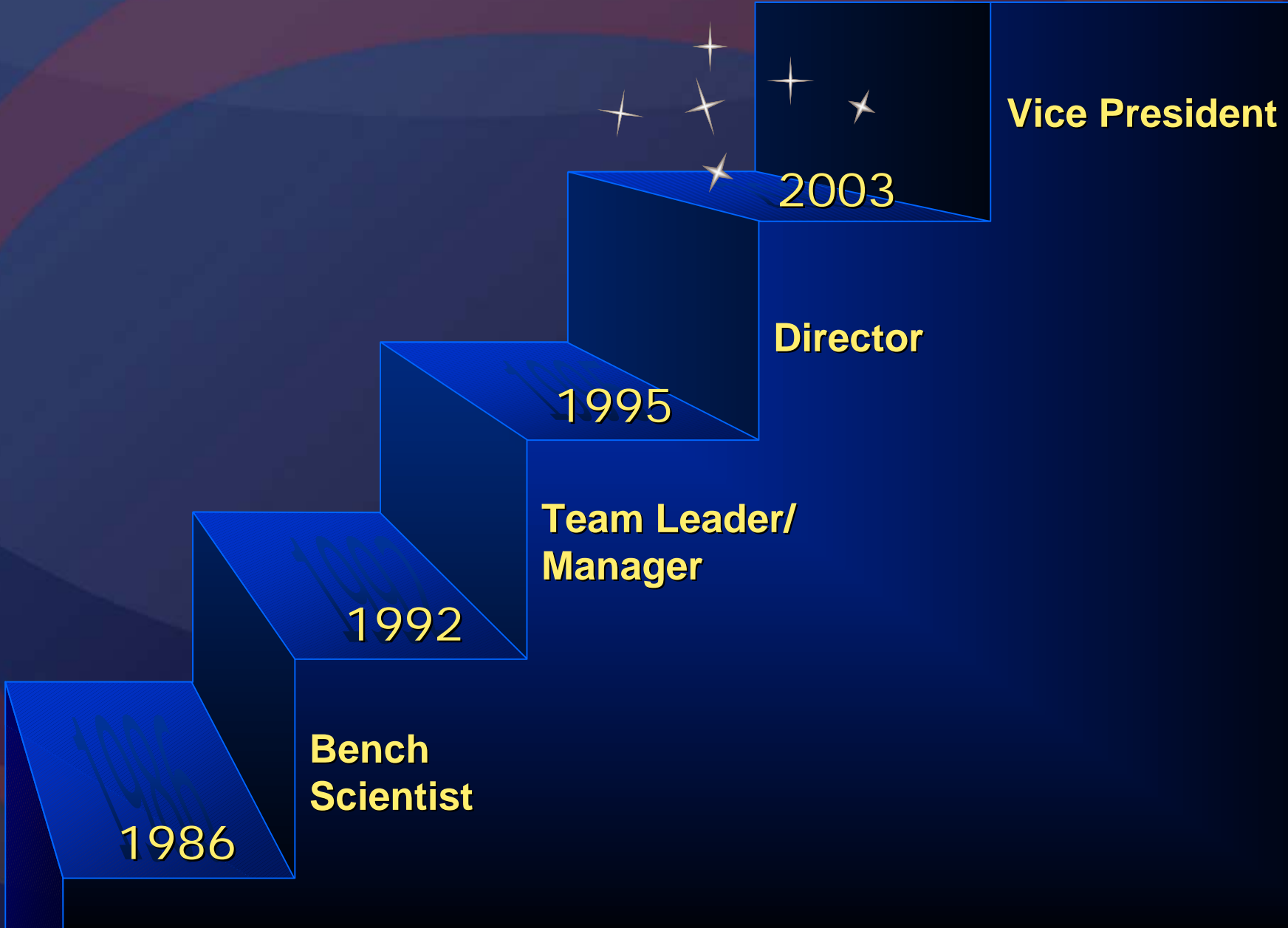
Team Leader/Manager

- Member of cross-functional teams
- Develop new product strategies
- Administrative role – defining and managing project budgets, managing others
- Communication – championing the project and science behind it
- Focus on understanding consumer insights and identifying technology to meet those needs



Director

- Directing others
- Aligning across the organization
- Continuous expansion of your role
- Moving outside of your comfort zone
- Expanding financial and marketing knowledge
- Becoming more of a generalist



1986

**Bench
Scientist**

1992

**Team Leader/
Manager**

1995

Director

2003

Vice President

Vice President

- Leading and setting long-term strategy
- Partnership with global business colleagues
- Setting and establishing priorities
- Securing resources
- Accountable



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Vice President

Key Learnings Over the Years

- Continuous learning
- Willingness to step outside your comfort zone
- Build off of people's strengths
- Willingness to make tough choices
- Continuously focused on improving yourself
- Understand the value in coaching and mentoring others
- Network
- Enjoy what you are doing!



**Now Clinically Proven
As Effective as Floss
Against Interproximal Plaque and Gingivitis***

Now clinical studies prove that the antimicrobial action of Listerine is as effective as flossing

Significant reductions in plaque buildup and clinically comparable reductions in gingivitis**

Parameter	Brushing & Listerine	Brushing & Floss
Interproximal Plaque Index (mm)	33.9%	3.6%
Interproximal Gingivitis (mm)	11.1%	8.3%

Recommend LISTERINE ESSENTIAL CARE

*LISTERINE Antiseptic Mouthwash has been shown in one clinical study to be as effective as flossing at reducing interproximal plaque and gingivitis in individuals with no or minimal gingivitis who use LISTERINE Antiseptic Mouthwash daily.

**Significant reductions in plaque buildup and clinically comparable reductions in gingivitis.

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“Education in youth results in learning, but understanding comes with age and experience.”

anonymous

