

The Confident Clinician: Enhancing Self-Directed Leadership and Case Acceptance

Stuck in a loop of low case acceptance, constant team turnover, and doubting your leadership? What will it take to unite your team and achieve stability?

In today's competitive dental landscape, mastering self-directed leadership and enhancing patient engagement are essential for practice success. This course equips dental professionals with strategies and practices necessary for effective leadership, communication, and patient service. Success begins by developing our mindsets, deepening our confidence, and seeking continuous improvement. These are essential for leading our team and serving our patients with competence. *Competence is confidence.*

In this interactive session, Dr. Ansari shares strategies for optimizing the new patient experience, improving practice systems, and increasing profitability by elevating case acceptance and treatment presentation. Learn practical techniques for co-discovery and enhancing the doctor/patient experience, ensuring that each patient feels valued and understood. Learn how to lead your team with clarity, communicate effectively, deliver unmatched patient service, streamline operations, and ultimately increase profitability.

This course equips participants with the tools and methodologies to boost both confidence and skillsets, enabling greater outcomes personally, professionally and for the practice.

Learning Objectives

- Analyze the principles of self-directed leadership and their application in the practice
- Develop effective communication strategies to enhance team dynamics and patient interactions
- Apply mindset and confidence-building techniques to overcome professional challenges
- Create actionable plans to integrate these insights into their daily practice operations
- Design a comprehensive new patient experience protocol to boost patient retention and satisfaction
- Evaluate current practice systems and identify areas for improved efficiency and profitability
- Formulate strategies to increase case acceptance and improve treatment presentations
- Implement co-discovery techniques to engage patients in their treatment plans actively
- Create an environment of trust and confidence between the doctor and patient for better health outcomes

Suggested Audience: Dentists and Team

Suggested Format: Full or Partial Day; Lecture, Workshop, Keynote

Uzma Ansari, DMD

UzmaSAnsari@yahoo.com

www.SmileConciergeServices.com

757-667-1380

Unlock your potential and elevate your dental practice in this transformative course!

Speaker packet target for design:

Sleek, professional, clean, warm, color (like Nicole Fortune's)

Uzma likes the shimmer (my new logos) and also the earth tone dusty feel

Use colors from practice logo



<Please review and edit. It is LONG. What can we cut?>

Does your practice struggle with poor patient engagement and low case acceptance? Discover strategies to boost team leadership, streamline operations, and enhance patient experiences for greater profitability.

Dr. Uzma brings a unique blend of clinical expertise, commitment to growth, and an energetic approach to the practice of dentistry. With dedication to transforming patients' lives through state-of-the-art care, she exemplifies excellence in every facet of her profession.

As the founder and owner of Lowes Island Dentistry, Dr. Ansari has established a reputation for delivering exceptional patient experiences. Her heartfelt spirit and passion extend beyond her practice as she mentors and educates dental professionals worldwide. Dr. Ansari believes in the promise and potential of new dentists, and she finds great joy in sharing her clinical skills and business acumen to boost confidence and foster fulfilling careers in dentistry.

Dr. Ansari's current affiliations include her role as a Regional Partner with Guardian Dentistry and a Visiting Faculty Member at Spear Education. Her career is marked by significant leadership positions such as:

- Dental Director, Konikoff Dental Associates
- Major-Select, United States Air Force; Andrews AFB
- Captain, United States Air Force; Keesler AFB
- Dental Director, Monarch Dental Associates
- Education Co-Chair, Virginia Academy of General Dentistry

She is an active member of the American Academy of Cosmetic Dentistry and the Greater Loudon Seattle Study Club.

Dr. Ansari's educational journey reflects her unwavering pursuit of knowledge and excellence. She is a graduate of the University of Alabama School of Dentistry and has completed specialized rotations in Pediatric, Prosthodontics, and Oral Surgery with the USAF. Her credentials include:

- Diplomat, International Dental Implant Association
- Fellow, Academy of General Dentistry
- Dawson Academy
- Pankey Institute
- Spear Education
- Invisalign Certification
- ACT Practice Coaching
- Scheduling Institute- Platinum
- CDOCS
- Chao Pinhole
- Garg Implant and Wisdom Teeth Extraction
- Neodent All on X Implant
- AAFE Botox & TMJ
- John Maxwell Certified Trainer and Speaker

With a wealth of experience and a heartfelt commitment to advancing the field of dentistry, Dr. Uzma Ansari is an inspiring speaker who captivates and transforms audiences. She addresses key challenges faced by dental

professionals, such as enhancing leadership and communication skills to improve team dynamics and patient interactions, implementing strategies for a positive and consistent new patient experience, and increasing case acceptance through effective treatment presentations. Her insights are invaluable for dental professionals seeking to elevate their practice and achieve greater fulfillment in their careers.

Presentations (Partial Listing)

Cerec Club DMV
Dentistry's Got Talent
GDMV Guardian Dentistry Doctors Study Club
Hygiene Mastermind Group
Pyramid Dental Integration Study Club

Testimonials and Reviews: Uzma to gather

Jeremy RDH
Dr Sanae Berrada
Dr Jomarie Maniwang

Dr. Ansari is an engaging and knowledgeable speaker. She has an innate ability to keep her audience focused, entertained and responsive to the topic. She is skilled with her expressions and relatability to her audience.

Kathleen Delmore; Virginia Regional Operations Manager
Guardian Dentistry Partners

WHAT DID YOU DO WITH YOUR BILION DOLLARS TODAY?

STRATEGY

Business Structure /Revenue Streams

1. PRACTICE ASSESSMENT

2. Speaking (Lead Generation)

* Speaking on a circuit

* Workshop John Maxwell

3. Coaching:

Running mastermind groups

Doctor Onboarding and Grow models

Client attraction to retention