Learn what you need to know to improve your career, energy, your outlook and your life.

Dr. Ankur Gupta shares practical, implementable, step-by-step strategies with audiences of dental professionals across the country. Attendees learn how to avoid the failures, achieve the successes and be better.

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PRESENTATIONS

The Dental Practice Turn-Around for a Happier, More Motivated Team

In this content-rich course, Dr. Gupta outlines the complete end-to-end system that works its magic by focusing on meeting people's needs—from an outstanding new patient experience, to exceptional customer service, to needs-based case presentation, to a thoroughly motivated team who feel valued and secure.

Shift Into High Gear: Cultivating the Life and Career of Your Dreams

In this fast moving, hard-hitting course, Dr. Ankur Gupta shines a light on the pillars of a healthy work and home lifestyle. Learn the one thing you’re doing now (or not doing) that can have the single biggest impact on your overall health. Understand how mindfulness, sleep, technology and dietary choices affect our day-to-day habits and experiences.
The Dental Practice Turn-Around for a Happier, More Motivated Team

Monday morning, bright and early: It’s the day to roll out the latest and greatest new improvement idea. But the phone is ringing off the hook, patients are arriving late, cancellations and reschedules are coming in hot, the afternoon schedule is looking shaky, and did anybody place the supply order last Tuesday?

**Daily life and business have a way of getting in the way of good intentions.**

When Dr. Ankur Gupta opened his practice in 2005, he believed success hinged on two factors: being a good dentist and being a nice guy. After three years, he began to question that philosophy. But he discovered key business principles which helped him turn his practice around and create a thriving, happy, profitable practice with engaged employees and patients who are thrilled to refer others.

This course covers a **step-by-step blueprint** for implementing Dr. Gupta’s ground-up, holistic Keys to Real Success in a dental practice that has the potential to transform it all: cohesion, cooperation, consistency, and collective happiness.

Changing the status quo is rarely easy. In this content-rich course, Dr. Gupta outlines the complete end-to-end system that works its magic by focusing on meeting people’s needs—from an outstanding new patient experience, to exceptional customer service, to needs-based case presentation, to a thoroughly motivated team who feel valued and secure. Participants leave with a step-by-step blueprint for implementing change in their office Monday morning.

**LEARNING OBJECTIVES:**

- Learn how to attract new patients without investment in outside marketing
- Examine a collaborative new patient experience, from the initial phone call to the presentation of fees
- Discover an extraordinary patient service strategy that no other dentist in your town is offering
- Gain strategies and tools for inspiring a culture of self-directed leaders in the practice
- Explore a culture of autonomy in which team members feel ownership with practice improvement and implementation
- Identify internally designed accountability systems
- Formulate an incentive-based vision for your practice and dental team
- Understand how to implement effective team bonus incentive programs
- Discover a 7-minute daily routine ensuring physical longevity of the back and hands
- Design a realistic path toward financial peace

**SUGGESTED FORMAT:**
Full or Partial Day; Lecture, Workshop, Keynote

**SUGGESTED AUDIENCE:**
Dentist and Team

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Shift Into High Gear: Cultivating the Life and Career of Your Dreams

You’ve paid for a quality education and put in the work to build a successful practice and career. But, will it all come crashing down due to physical disability or personal challenges that cut your career short?

A career in dentistry offers many benefits for the dental professional. It also offers unique physical, mental and emotional challenges. Are you prepared to withstand the inevitable challenges that will arise?

You don’t have to quit the job in order to experience the career and life of your dreams! In this fast moving, hard-hitting course, Dr. Ankur Gupta shines a light on the pillars of a healthy work and home lifestyle. Learn the one thing you’re doing now (or not doing) that can have the single biggest impact on your overall health. Recognize the steps to financial freedom and what that means to your confidence in recommending patient treatment. Understand how mindfulness, sleep, technology and dietary choices affect our day-to-day habits and experiences. Learn what you need to know to improve your energy, your outlook and your life.

LEARNING OBJECTIVES:
• Discover the #1 happiness and relationship killer that also affects your ability to perform more comprehensive dentistry
• Illuminate the long-term impact of poor posture and a sedentary lifestyle to the dental team
• Gain a daily core strength routine that can affect your overall quality of life
• Examine the culture, habits and health of those living in a Blue Zone and learn why they live disproportionately longer lives
• Recognize the barriers, benefits and steps for integrating a mindful approach everyday
• Explore the long term physical/psychological implications of a “constantly plugged in” life
• Discover a no-pills approach to insomnia and recognize the unexpected benefits of sleeping for the ideal length of time
• Understand the benefits of an ideal balance of micro-biota and steps to optimize one’s microbiome
• Compare current fad diets with scientific nutritional guidelines and set realistic expectations
• Identify steps to prevent and treat burnout
• Pinpoint how healthy (and not-so healthy) habits are created and maintained Gain a well-synchronized action plan to implement for long-term improvement

SUGGESTED FORMAT:
Full or Partial Day; Lecture, Workshop, Keynote

SUGGESTED AUDIENCE:
All Dental Professionals
After completing his General Practice Residency in 2005, Dr. Ankur Gupta started a practice from scratch. Armed with what he considered adequate dental knowledge, hand skills, and a personable demeanor, he watched as his practice floundered, finances became un-predictable, and his lower back and spirit toward his profession became worrisome. Rather than continue the trend, he made a guinea pig out of his office, family, and self; attempting any and all personal and professional “experiments” in self-improvement.

More than a decade later, Dr. Gupta enjoys excellent new patient numbers and case acceptance, a solution oriented dental team, and most importantly, a meaningful and positive identity. He shares practical, implementable, step-by-step strategies with audiences of dental professionals across the country. Attendees learn how to avoid the failures, achieve the successes and be better.

“Dr. Gupta is a fantastic speaker and has been a highlight for my study club each year for the past five years. He has presented for audiences large and small. He always brings great energy and insightful wisdom to inspire both doctors and team members. He’s a great guy with a great message!”

Andy Gilbert; Director
Capital City Dental Forum
Testimonials

“It was a pleasure to work with Dr. Gupta. His quick response to questions and positive easy-going manner was welcomed. We look forward to working with him again in the future.” Nancy Arenas; Assistant Executive Director, New Mexico Dental Association

“Dr. Gupta consistently receives outstanding evaluation scores while providing value to our audience. He is a pleasure to work with. He is highly professional and very timely. I would recommend him to any group! ” Shawna Owens; Manager of Continuing Education, Michigan Dental Association

“Dr. Gupta has provided numerous presentations for our clients. He is always very responsive, flexible and a pleasure to work with. I know that I can count on him to provide an excellent and engaging presentation every time he is scheduled.” Jessica Harklau; Health Strategist, Hylant Human Resource Group

“Dr. Gupta is very professional and easy to communicate with. We’ve invited him twice and all of our attendees provided positive feedback. His lecture was empowering and humorous with very intellectual content. We would love to have him again!” Sung Jin Min DDS; Director, Asian Pacific Dental Alumni Association

“Dr. Gupta’s lecture material is very relevant for the dental team and his method of delivery is both enthusiastic and educational. He was extremely easy to deal with in terms of scheduling, AV needs, handouts and venue selection. I highly recommend him!” David Spokane, DDS MS; Director, Pennsylvania Events for Higher Dental Education

“I highly recommend Dr. Ankur Gupta. He has provided study club and open programs for doctors and team. I would welcome the opportunity to work with Dr. Gupta on future educational opportunities for our company, prospects and customers. I encourage you to do the same as you will not be disappointed.” Scott McNally; National Sales Manager, Integrated Dental Systems – IDS

Past Presentations

UNIVERSITY / GENERAL PRACTICE RESIDENCY PROGRAMS
• Case Western Reserve University School of Dentistry (multiple)
• Marquette University School of Dentistry
• MetroHealth Medical Center GPR (multiple)
• Ohio State University School of Dentistry (multiple)
• University of Akron GPR (multiple)
• University of Connecticut
• University of Detroit Mercy School of Dentistry (multiple)
• University of Michigan School of Dentistry (multiple)
• University of Minnesota School of Dentistry
• University of Mississippi School of Dentistry
• University of Missouri Kansas City School of Dentistry
• University of Pittsburgh School of Dentistry (multiple)
• University of Tennessee School of Dentistry

DENTAL SOCIETIES
• Alpha Omega Dental Fraternity
• American Dental Association (multiple)
• Chicago Midwinter
• Columbus Dental Society (multiple)
• Greater Cleveland Dental Society (multiple)
• International Academy of Dental Implants
• Lorain County Dental Society
• Michigan Dental Association (multiple)
• New Mexico Dental Society (multiple)
• New Orleans Dental Society
• North Coast Dental Society
• Ohio Dental Association (multiple)
• Seattle King County Dental Society
• West Michigan District Dental Society

DENTAL CORPORATIONS
• 3M ESPE (multiple)
• Dentis Implants (multiple)
• Ideal Dental Lab (multiple)
• MegaGen IDS Dental Implants (multiple)
• Sesame Communications (multiple)
• Multiple Study Clubs around the Country

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