



# Speaker Packet

# 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



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# Uzma ANSARI, DMD



## Inspiring *Excellence* in Dentistry

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 Ansari 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/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 Founding Partner with Guardian Dentistry and a Faculty Club Member at Spear Education. Her career is marked by significant leadership positions such as Major-Select, United States Air Force; Andrews AFB and Dental Director, Monarch Dental Associates and Konikoff Dental Associates.

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.

With a wealth of experience and a heartfelt commitment to advancing the field of dentistry, Dr. 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.



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“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

“Dr. Ansari’s dedication and commitment to the dental profession is unmatched. From development, training and mentorship; she finds pride in sharing her **vast amount of expertise** in both the clinical and operational aspects of dentistry.” Zeyad Mady BDS DDS MAGD FICOL; Virginia Academy of General Dentistry, Master Track Committee Chair

## Memberships

American Academy of Cosmetic Dentistry  
American Academy of Fascial Esthetics  
Academy of General Dentistry, Fellow  
International Dental Implant Association, Diplomat  
Greater Loudon Seattle Study Club  
Virginia Academy of General Dentistry, past Education Co-Chair

## Affiliations/Education

Dawson Academy  
Pankey Institute  
Spear Education  
Premier Invisalign Provider  
CDOCS  
Chao Pinhole  
John Maxwell Certified Trainer and Speaker

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## Presentations (Partial Listing)

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