

Dr. Marc Geissberger



# DET26

Speaker

Friday, November 6, 2026

Full day program

## DET26 - Full Day Program for the dental team

Speaker: Dr. Ankur Gupta

Saturday, November 6, 2026, Using Tech to Seamlessly Make Your Office Extraordinary

Dinner Program for New Dentists and Dental Students/ All Members Welcome

### Using Tech to Seamlessly Make Your Office Extraordinary

50 years ago, patients were perfectly content if their dentist was pleasant, clinically competent, and thorough. Today, Amazon and Google have changed our patients' expectations of us and completely transformed our opportunities to leverage the incredible advancements in software to make our offices modern, responsive, and extraordinary. In this 1hr CE presentation, Dr. Gupta outlines the various nuisances and inefficiencies that plague a typical dental office, and how they can be easily mitigated by utilizing these software advancements.

### Learning Objectives:

- Learn the current mindset and expectations of today's patient
- Understand the evolution of software advancement in dentistry's "silicon valley"
- Challenge the audience to put themselves in their patient's shoes to better understand the communication limitations in the typical dental office
- Outline the steps to truly transform your office from ordinary to extraordinary

Saturday, November 6, 2026

Morning: Strategies and tools to improve personal well- being.

### 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 Blue Zones 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
- Identify steps to prevent and treat burnout

Afternoon: Turning Ordinary into Extraordinary - take your personal and work life to a new level

### Turning Ordinary into Extraordinary

Every office is made up of individuals who all possess a multitude of flaws. In even the most dynamic, successful, consistently happy organizations, there still exists flawed individuals, far from perfect. How did a group of ordinary people create something extraordinary? Vision, systems, personal reflection, honesty about our own unique drawbacks, along with many more pragmatic and attainable frameworks that all dental offices can create. Dr. Gupta will not only introduce steps to take in order to optimize the

practice structure but will also challenge each participant to reflect upon their own personal daily habits and routines, and how small changes can lead to a much improved practice and personal life.

#### Learning Objectives:

- 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
- Completely re-think the norms of the patient experience
- Discover the #1 happiness and relationship killer that also affects your ability to perform more comprehensive dentistry
- Examine the culture, habits and health of those living in Blue Zones and learn why they live disproportionately longer, more robust lives
- Introduce dynamic and underutilized clinical changes that are valuable, needed by patients, but also easy on our back and hands
- Identify steps to prevent and treat burnout
- Create a “second-look” at the clinical repertoire at the office, and gain knowledge about the incredible potential dentists have at providing truly life-changing clinical knowledge

## Dr. Gupta

Ankur A Gupta, DDS, after completing a one-year GPR in Cleveland, started a practice from scratch in 2005. Armed with what he considered adequate dental knowledge, hand skills, and a personable demeanor, he watched as his practice floundered, finances became unpredictable, 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, he enjoys excellent new patient numbers and case acceptance, a solution-oriented dental team; and most importantly, a

meaningful and positive identity. He happily shares the failures and successes with dental and community groups throughout the country, always ending his presentations with practical, implementable, step-by-step ways to be better.

Dr. Gupta graduated from the University of Michigan School of Dentistry in 2004. In 2005, after completing a one-year General Practice Residency in Cleveland, Ohio, he and his partner Dr. Nisha Gupta started North Ridgeville Family Dentistry. In addition to founding North Ridgeville Family Dentistry, Dr. Gupta is a member of the American Dental Association, Greater Cleveland Dental Society, Ohio Dental Association, ADA Success Speaker Corp, and an active board member and speaker for Catapult Education's Speaker Bureau. Dr. Gupta is an AGD/PACE-certified provider.

**Honors and Achievements**  
**American Dental Association**  
**Member**

**North Ridgeville Family**  
**Dentistry**  
**Founder**

**ADA Success Speaker Corp**  
**Member**

**Ohio Dental Association**  
**Member**

**Catapult Education**  
**Board Member**  
**Speaker Bureau Member**

**Greater Cleveland Dental**  
**Society**  
**Member**