

CLINICIAN. MENTOR. SPEAKER

LOUIS KAUFMAN, DDS



DR. LOUIS KAUFMAN
CHICAGO, IL
708-217-2175

LOUKAUF@GMAIL.COM

Meet Dr. Kaufman

Dr. Kaufman is a General Dentist in Chicago, Illinois. Dentistry is constantly evolving—and leading change is Dr. Kaufman's core mission. Dr. Kaufman earned his DDS from the University of Illinois at Chicago, earned his Fellowship in the Academy of General Dentistry and is a member of the Alpha Omega International Dental Society. He holds a MBA in Executive Management from DePaul University and a BS in Computer Science with a BA in Marketing and Finance from Kendall College.

As a dentist, business owner, and key opinion leader, Dr. Kaufman has discovered ways to measurably: improve the patient experience, grow practices and increase revenue. He has learned how to improve processes and leverage technologies to overcome clinicians' most common challenges. It is these skills that he will share with you in his teachings.



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COURSE OFFERINGS

THE DIGITAL EXAM

Optimizing oral health and providing care with a purpose (Full or ½ day)

This course will discuss CBCT, intraoral digital impressions, and introduce a unique tactile pressure mapping technique used to visualize dynamic occlusal forces. We will explore orthodontics impact on minimal prep veneers and the benefits of virtual wax-up reduction templates and trial smiles to enhance final case delivery.

We will discuss how new concepts in soft tissue management can add to greater patient satisfaction. We will review tissue fluorescence and why it must be a part of every comprehensive exam and recall exam. The demands of being a dentist and a practice owner are great and we need to take care of ourselves and our teams to provide the best care possible. I will reveal the virtual front desk and why using it can reduce front office stress. I will show you neuro-acoustic software that actually reduces patient stress and anxiety and helps you increase focus.

- Learn how leveraging available technology will improve diagnostic protocols and enhance the patient experience.
- Identify communication techniques that influence patients on occlusion and its critical impact on dentition longevity.
- Recognize how orthodontics impact successful esthetic outcomes.
- Review smile design and the minimal prep veneer and when orthodontics has to be part of the overall rehabilitation of the patients dentition
- Identify tools to reduce stress and anxiety for the dental team and patient

OPTIMAL IMAGING FOR OPTIMAL OUTCOMES

Advancing your clinical and diagnostic skills with CBCT (Half day)

Diagnosis and treatment planning – how does cone-beam computerized tomography (CBCT) improve dental surgical outcomes?

Over the last ten plus years, I have taken thousands of CBCT. CBCT is quickly becoming the gold standard vs. traditional FMX and Panoramic series. In this course I will review traditional two dimensional vs. CBCT three dimensional imaging. We will examine the different views, analyze both and better understand recommended guidelines for CBCT use in today's progressive dental practice.

- Identify the most common uses of CBCT in your practice.
- Understand the implant workflow from extraction, to socket preservation, to surgical guide fabrication, to implant placement and final restoration.
- Learn how to use CBCT to increase chairside communication and increase case acceptance.
- Recognize how intraoral scanning will increase patient education and impact case acceptance for orthodontics and beyond.

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COURSE OFFERINGS

BECOME EXTRAORDINARY

How Identifying with both Your Team and Your Patients Drives a Productive Environment and Delivers the Care Patients Want (Full or ½ day)

More than ever, dental teams are being stretched in all directions. Creating a hectic, nonproductive environment resulting in dentistry your patients are not seeking. We will discuss why team training is paramount to the success of the CEO and how having core team members reduces your stress and increases team communication. We will show technology that enhances online scheduling, saving front office time. We will reveal why outsourcing frees up your team and enhances the patient/customer experience. We will review why your brand is more than just a clever logo.

We will discuss the importance of new technologies that will enhance the office experience and reveal restorative materials that are matched with each other to produce long-term success.

- Identify the latest technologies that are the building blocks of a gold standard patient experience
- Understanding and utilizing emotional intelligence in the dental practice.
- Leverage neuro acoustic software to reduce stress and increase focus for the dental team and patients
- Review predictable fixed and operative procedures that can streamline a patient's treatment.
- Give step by step procedures in the development of an operations manual that will forever impact the long-term success of the practice and show how this tool plays a critical role in onboarding new employees.

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COURSE OFFERINGS

THE INTENTIONAL INITIAL EXAM

Empowering your patients to make better oral healthcare decisions
(Half day)

The Pragmatic use of dental technologies support our diagnostic abilities and serve to educate our patients, as we together, strive to serve their oral health needs. This course will explore the use of current dental technologies that empower our patients to make better oral healthcare decisions. This exam sets the stage for case acceptance and most importantly, creates a dental home for our patients.

- Be able to differentiate the comprehensive oral evaluation from the routine examination and understand its importance.
- Understand the role of Intra-oral Cameras and Tissue Fluorescence in Oral Cancer Screenings
- Discover how to implement the use of CBCT and Digital X-rays within your comprehensive oral evaluation
- Examine the use of digital Impressions and their role in discovering occlusal challenges

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