



CREATING BEAUTIFUL SMILES

Dr. Wali Khan

**SPEAKER PACKET**

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**Dr. Waji Khan, CD, B.Sc., DDS, MBA, M.Ed., FICOI, FPFA, FICD, FACD, FADI**

Dr. Khan is a 2001 graduate of the University of Toronto Faculty of Dentistry. He served as a dental officer in the Canadian Armed Forces from 1998-2007 and started his clinical practice with the military. During his time in the Army he learned a great deal through mentorship with dental specialists and advanced dental training courses. After a ten-year full time army career, he transferred to the Army Reserves and opened a practice with his wife and life partner, Dr. Sohela Vaid. He has a keen interest in implant dentistry and dental education. He is committed to improving oral health and boosting the confidence of patients. He is also committed to his profession through his current and past work in; dental research, dental education as a clinical instructor to dental students at Dalhousie University and the University of Toronto Faculty of Dentistry, and as an international lecturer. He enjoys spending time with his wife and two children. He tries to play baseball and plays golf not well at all.

# PRESENTATIONS AVAILABLE

Marketing Dental Implants; Case Presentations Strategies to Improve your practice

Implant Supported Removable Prosthetics; How to MAKE IT WORK!

CBCT use for the General Dentist; How does this fit in my practice?

Hematology, Bloodwork & How to use it in Dentistry

Implant Consent Law, Paperwork & Follow-Up; The dirty Jobs but someone has to do it!

Digital Versus Analog Dentistry; Reality versus Fiction

Lab to Dentist Communication; How to Tame the Cats!

MBA guide to Dental Practice Management

Dental Implants for Beginners; PEARLS of wisdom on how to succeed!

Platelet Rich Fibrin; Regeneration options for Hair, Facial Esthetics & Surgery

Dealing with Complications in Implants Dentistry

Fixed Full Arch Implant Dentistry; A Case Journey & Beyond!

Oral Surgery for the General Practitioner: How to make it FLOW better in your clinic.



Dr. Waji Khan enjoys teaching his colleagues what he has gained over his 20+ year career in wet-fingered clinical dentistry and his 15 years of university.

*Dr. Waji Khan*  
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# Testimonials

*"Dr. Khan is an excellent speaker, colleague and mentor in the discipline of Implant Dentistry. I thoroughly enjoy his detailed presentations and his unique insights into our profession. He has a lot of experience in many fields and you won't regret attending one of his programs." Dr. Gokhan Shevket, GP Toronto*

*"I've attended a lot of CE courses in my career. I find Dr. Khan presents an honest view of what happens in day-to-day practice. You can attend one of his courses and apply the knowledge and experience into your own practice the following day. Not many courses are like this." Dr. Shawn Monga, GP Toronto*

*"Waji is a down to earth, wet-fingered dentist who understands the challenges we all face from patients daily. I recommend his courses without hesitation. Take one, you will not regret your choice!" Dr. Jasminka Korcok, GP Kingston*

*As one of the largest CE provider in Canada I have sponsored, listened and attended many courses from speakers from all over the world. I have always enjoyed listening to Dr. Khan's presentations as his content is always current, informative and easy to listen too. Dr. Khan has the ability to engage the participants and to simplify the content he delivers so that attendees are able to follow the concept he teaches on. He also has the ability to make the presentation entertaining. I truly feel, that having Dr. Khan as a presenter would be a welcomed addition to any academy or events and I highly recommend him. Ettore Palmeri, MBA, AQDM, B.Ed., BA - CEO Palmeri Media Group*



## Past Presentations

Chicago Dental Society MWM  
Florida Dental Association, Orlando  
Journee Dentaire, Montreal, Quebec  
Pacific Dental Meeting, Vancouver  
American Dental Association SMILECON  
Academy of General Dentistry; Niagara  
Halifax County Dental Society  
Canadian Forces Health Services  
Kingston District Dental Society  
Spectrum Day Toronto, Montreal, Halifax  
Toronto Academy of Dentistry  
Toronto Implant Academy  
Toronto Denturist Study Club  
Core Dental Study Club  
Dental Technologists Study Club  
CDA Oasis with Dr. John O'Keefe  
Esparza Institute, Colombia  
Queen's University School of Medicine  
Top Gun Dental Implant Study Club

OVER 500 Full Case Reports  
Published on Social Media.



# Marketing Dental Implants:

## Case Presentations Strategies to Improve your practice (Full or Half-Day)

The purpose of the seminar is to empower the participants to create a community of practice within their office such that all team members can understand the role which strategy, structure, internal referral, external referral, marketing materials, treatment planning, financial arrangements, mentorship programs and public implant seminars play in helping to educate & inform their patient base about dental implants; and how this can relate to increasing case acceptance by patients. This can be a half or full day session depending upon the requirements and how much time you wish for questions and audience engagement.

The participants will learn:

10 Ways that they can improve their practice today.

3 Mistakes which all people make when designing marketing programs.

5 Ways that they can make their offices more efficient.

PREVIOUSLY PRESENTED @ Top Gun Dental Implant Study Club 2016, 2017, 2024

Toronto Implant Academy 2018

Florida Dental Convention June 2023





# IMPLANT SUPPORTED REMOVABLE PROSTHETICS: How to make it work!

(Full or Half-Day) - We can add a workshop to this as well.

Dental implants have revolutionized the replacement options that are available for complete and partial edentulism. A clear majority of our patients seek to augment the retention and stability of their dentures. Many times, this is the primary reason they come to us seeking dental implant solutions. However, there are a few limitations that one must be aware of and these can be described as structure and functional synergies. Another way to describe it is strategy and structural matches which must be observed to prevent failure. This seminar is designed primarily to discuss options for dental implants and removable prostheses and indications, relative contraindications, and absolute contraindications for these designs.

The participants will learn:

- 6 Questions they need to ask every patient they are doing implants for.
- 10 Structural Errors made which lead to failure.
- 3 Ways they can deal with failures.

PREVIOUSLY PRESENTED @ Toronto Academy of Dentistry Winter Clinic Nov 2019  
American Dental Association SMILECON October 2022  
Pacific Dental Conference March 2023  
Florida Dental Convention June 2023  
Hiossen Canada, Aug 2023, November 2023, December 2023





# CBCT USE FOR THE GENERAL DENTIST: How does this fit in my practice?

(Half-Day)

Cone Beam Computed Tomography has been around for over 20 years now and many practitioners ask if they need one. There are many presentations about the science and technology behind the CBCT but most leave you asking the question, how does this fit into my GP practice. The purpose of this presentation is to use cases to illustrate how CBCT can be used as an additional study to augment our clinical and radiographic exams and also how the imaging can be used with other forms of technology to create better outcomes from a treatment planning point of view. From basic Implant Planning, assessment of Teeth & Periodontal Structures, assessment of Impacted Teeth, evaluation of Trauma, Sleep Apnea, Cysts/Tumours Endodontic lesions, TMJ Evaluation & Paranasal Sinuses.

The participants will learn:

10 Disciplines and Sub-Disciplines in dentistry that CBCT can improve.

3 Ways to use CBCT images to improve treatment planning.

5 Ways to use CBCT images to increase case acceptance.

PREVIOUSLY PRESENTED @ AGD Niagara January 2023





# HEMATOLOGY, BLOODWORK & How to use it in Dentistry.

(Half-Day) - we can add a workshop to this as well.

Blood tests have been used in modern medicine for a long time. They help guide many diagnosis and monitoring of treatment for the modern physician. In the past dentistry had perhaps a more mechanical focus and in recent times with greater use of surgery in our practices and better types of biomedical engineering options, blood work can be of great benefit to the dentist to guide diagnosis and monitoring of treatment for our patients which leads to better outcomes. Areas we focus on are Diabetes, Bone Healing, Bleeding, Liver Function, Kidney Function, B12/Folate Deficiency, Calcium, Phosphorus, Magnesium Deficiency, Infectious Diseases & Parasites.

The participants will learn:

- 5 Blood Tests that improve oral health outcomes.
- 2 Ways to improve communication with physicians.
- 2 Ways to venipuncture in your own office.





# IMPLANT CONSENT, PAPERWORK & FOLLOW-UP: THE DIRTY JOBS!

(Half-Day) - we can add a workshop to this as well.

The introduction of implants into your dental practice can have a tremendous affect on your bottom line or it can become your worst nightmare. Many patients who seek dental implant therapy present with various “ideas” of what dental implants mean to them and the costs, both short & long term, which are associated with them. This presentation will provide you with frameworks & documents which you can use in your oral health education processes in practice to ensure that there is a shared meaning with your patients and ensure that you are satisfied with the consent process and the documents which are efficiently generated in office. Surprises are never a good thing in implant dentistry and having effective communication can be the difference between a satisfied & knowledgeable patient OR a nightmare!

The participants will learn:

- 4 Elements of Consent Law which you should understand.
- 5 questions you want to ask every patient.
- 3 Misconceptions everyone has about implant dentistry.



# DIGITAL V. ANALOG DENTISTRY: REALITY VERSUS FICTION!

(Half-Day)

The introduction of digital dentistry was a welcome addition to the traditional workflows which we had been using for decades in dental practice. Things like digital smile design, photography, intraoral scanning and CBCT, along with 3D printing and milling, have changed many of the workflows which we use in practice. However, there is a misconception that digital is better, There is also a misconception about what being totally digital really means. There is still a time and place for using traditional analog methods which when used in synergy can lead to outstanding patient outcomes. The presentation uses cases to highlight many of these points.

The participants will learn:

- 4 Things which digital dentistry will replace in the conventional analog work flow.
- 5 Advantages which digital dentistry has over analog dentistry.
- 3 Misconceptions everyone has about digital dentistry.





# LAB TO DENTIST COMMUNICATION: How to tame the CATS!

(Half-Day)

It is a common misconception that failure is not a two-way street. Denial is also not just a river in Egypt! Assume, well we all know that one. This presentation is geared towards the entire dental treatment team. The end goal is happy outcomes for the patient, end point! The blame game is too late for the patient, and in a sense this a failure of the entire team. Communication can help eliminate bad outcomes and this presentation is all about how this can be done well, efficiently and most important with outcomes in mind.

The participants will learn:

- 5 Ways to improve your communication with the Lab.
- 5 Things the lab can do to make your life easier.
- 10 Cases that highlight failure and how communication could improve the outcome.

Previously presented @ Toronto Implant Academy Oct 2018

Chicago MWM 2024



# The MBA Guide to Dental Practice Management

(1, 2 or 3 Days)

The MBA Guide to Dental Practice Management is a series of lectures which are based upon real courses taken during an MBA Program and how they specifically relate to the business operations of a dental practice. The course is not intended to be an actual MBA degree but to be an eye opener in specific areas in which participants can further their own self-study into the sub-topics of organizational behavior, management information systems, advertising management, financial and managerial accounting, key performance indicators, economics, operations management, project management, marketing and strategic thinking. The end goal of the course is to be able to empower the participant to have the tools necessary to create and sustain, through proper management and leadership, a successful dental practice.

The participants will learn:

10 Ways to think like an Army General.

5 Things they should immediately change in their human resources policies.

3 Examples of Businesses which failed and why!





# Dental Implants for Beginners: PEARLS of wisdom on how to succeed!

(Full Day; Half Day Lecture - Half Day Workshop)

This program is intended to be a full scope action packed seminar and workshop on how to get into placing and restoring dental implants. Topics covered in the lecture segment include; Dental Implant History, Simple Treatment Planning, The Surgical Phase, The Prosthetic Phase, Long-Term Follow-Up & Maintenance, Management of Complications & Recordkeeping. The workshop is intended to allow the participants to place a dental implant in a plastic jaw model and then go over the prosthetic techniques to restore a dental implant.

The participants will learn:

- 6 Questions to ask every patient they want to operate on.
- 10 Unique features of different dental implants.
- 3 Ways that dental implant therapy can add value to your practice.





# Platelet Rich Fibrin: Regeneration options for Hair, Facial Esthetics & Surgery

(Full Day; including the hands-on workshop)

What is PRF (Platelet Rich Fibrin); A matrix concentrate of autologous platelets, leukocytes, and fibrin. Gain predictable regeneration and accelerated healing for an overall increase of treatment success with our course in PRF applications to various implant surgical procedures, hair and skin improvements. Platelet-rich fibrin is a second-generation platelet concentrate which can enhance both soft and hard tissue healing. Its advantages over platelet-rich plasma include ease of preparation, ease of application, minimal expense, and lack of biochemical modification (no bovine thrombin or anticoagulant is required). This considerably reduces the biochemical handling of blood as well as risks associated with the use of bovine derived thrombin. PRF also contains physiologically available thrombin that results in slow polymerization of fibrinogen into fibrin which results in a physiologic architecture that is favorable to wound healing and promoting regen.

- Better Healing.
- Predictable grafting.
- Subjectively less pain.

The participants will learn:

2 Ways to draw blood from a patient.

10 Things which PRF can improve in your dental practice.

3 Different applications of PRF that can add value to your practice.

PREVIOUSLY PRESENTED@ Spectrum Day Toronto 2018, 2019, 2020, 2021, 2022, 2023, 2024

Florida Dental Convention June 2023, June 2024





# Dealing with Complications in Implant Dentistry: A Case Journey!

(Half Day or Full Day)

Complications in dentistry are never a good thing! If the greatest crime the devil ever created was you thinking that there are no complications in dentistry, we have a lot to talk about. This presentation is all about complications and there are many of them to discuss and how you can avoid them. Shooting yourself in the foot is a bad thing, it's even worse when you reload the gun. So let's share our experiences in a journey.

The participants will learn:

- 4 Different types of complications.
- 5 Ways to avoid complications.
- 3 Examples of Cases which failed and how to avoid that!

Previously presented @ Toronto Implant Academy May 2021

Top Gun Dental Implant Study Club July 2023

Ontario Dental Association ASM May 2025



# Fixed Full Arch Implant Dentistry: A Case Journey & Beyond!

(Half Day or Full Day)

Fixed full arch implant dentistry is a powerful tool. With great power comes great responsibility. Our profession is based upon certain rules for treatment planning and these have been time honoured to ensure that outcomes are positive for the patient. In recent times we have explored concepts like teeth in a day and other slogans which razzle and dazzle us into thinking that we are exploring some form of pioneering excellence when in fact we are divorcing ourselves from the basics that got us where we are today. This presentation is intended to discuss how we can do full arch fixed implant cases with success by sharing my experiences in a journey of many cases. Some nice and some not so nice.

The participants will learn:

5 Questions they have to ask every patient seeking an all on X solution

5 Absolute contraindications to treatment.

3 Solutions they can offer patients which work well.

PREVIOUSLY PRESENTED @ Toronto Implant Academy 2020



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**PRF HANDS ON** @DRWAJIKHAN





# Oral Surgery for the General Practitioner: How to make it FLOW better in your clinic.

(Half Day or Full Day) - we can add a workshop to this as well.

This presentation is to discuss & demonstrate oral surgical procedures that can be performed by the GP safely in office with ease and confidence. I will discuss my own journey in this discipline and go over tips, tricks and mentorship I have gained in my 20+ year career as a wet-fingered GP. We will use a combination of cases with photos, videos, CBCT, radiographs and history & physical exam data to learn how to extract teeth, raise flaps, place implants and grafts, suture well, draw blood for PRF, interpret blood tests, perform biopsies, expose teeth for orthodontics and do frenectomies.

The participants will learn:

1. How to extract teeth, both erupted and impacted with confidence.
2. How to venipuncture a patient to draw blood to make PRF in your office.
3. How to use blood tests to augment the surgical outcomes for your patients.
4. How to perform various surgical procedures in office like frenectomies, biopsy and ortho exposures.
5. How to deal with complications and post-op infections and manage your surgical patients.

PREVIOUSLY PRESENTED @ Pacific Dental Conference March 2023

Chicago Dental Society MWM February 2024

Florida Dental Convention June 2024



# LET WAJI MAKE YOUR NEXT MEETING A SHOW TO REMEMBER!

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