

# SPEAKER PACKET

*Empowering Dental Professionals  
with Real-World Strategies for Success*

WITH

KYLE

SUMMERFORD



# ABOUT KYLE SUMMERFORD

With over two decades of experience in the dental field, Kyle Summerford has become a leading voice in dental office management.

As the Editorial Director for OM Content with DentistryIQ.com, founder of the Dental Office Managers Community, and a seasoned dental office manager, Kyle has helped countless dental professionals maximize efficiency, boost case acceptance, and navigate industry challenges.

He speaks regularly at major dental events, offering practical, high-impact strategies to dental teams across the country.

Kyle's expertise spans case presentation, dental coding, insurance claims, patient retention, and practice growth strategies. His engaging, down-to-earth speaking style makes complex topics digestible and actionable for dental professionals of all experience levels.



KYLE HAS BEEN FEATURED IN



A man in a dark suit and white shirt is shown in profile, speaking at a podium. The background is blurred, suggesting an indoor event space.

# CREATING A WINNING TEAM & FINANCIAL SUCCESS IN DENTISTRY

Running a successful dental practice can be challenging, ensuring your practice is financially profitable requires a strong foundation and strategy.

A key aspect to building a successful practice requires a team who can show value in the dental practice to build credibility and earn trust with each patient that enters the dental practice ultimately leading to a successful dental practice.

Kyle Summerford, shares strategies for Dentists, Dental Office Managers and supporting staff to become more confident and master discussing finances with patients.

Explore patient education, correct coding, dental insurance plans, case presentation, financial discussions and how to position your practice and team for growth.

Join Kyle Summerford and begin developing a successful team strategy and create a financially profitable dental practice with a community of patients who trust you and your staff and would be willing to go above and beyond to accept your dental treatment plan.

# TOPICS

Dentist & Teams

SUGGESTED FORMAT:  
Keynote, Workshop, Panel Discussion, Webinar



## LEADERSHIP & CULTURE

Building a Thriving Dental Team

The Why & How of Personal Development for a Thriving Dental Team

### LEARNING OBJECTIVES

- Understand the key elements of a strong practice culture and leadership approach.
- Learn strategies to improve team communication and morale.
- Develop leadership skills that inspire and motivate the dental team.
- Explore how a positive culture leads to increased efficiency and profitability.

### KEY TAKEAWAYS

- The impact of leadership on team performance and patient experience.
- Actionable steps to create a culture of accountability and motivation.
- How to handle workplace challenges and maintain a productive environment.



## CASE ACCEPTANCE

The B-A-G-E-L Method

A Fresh Take on Case Presentations That Work

### LEARNING OBJECTIVES

- Discover the psychology behind patient decision-making and case acceptance.
- Learn the Bagel Method, a structured approach to presenting treatment plans effectively.
- Understand how to frame financial conversations to reduce objections.
- Identify common mistakes in case presentations and how to correct them.

### KEY TAKEAWAYS

- A step-by-step guide to presenting treatment in a way that resonates with patients.
- How to increase patient confidence and commitment to treatment.
- Techniques to handle financial discussions without losing patient trust.



## Past Lectures

- Dental Podfest
- Dentistry's Got Talent
- Intellicon
- Pennsylvania Dental Association
- Northeastern Society of Periodontists
- Georgia Regents University
- SUNY Stony Brook Students
- Whitecap Institute



## Testimonials

"Kyle's presentation was the highlight of our conference! Practical, engaging, and packed with actionable insights." – Dr. Williams



"As a dental office manager, I walked away with strategies I could implement the next day. Kyle knows what he's talking about!" – Genna R.



# SEE YOU REAL SOON!

## SPEAKER REQUIREMENTS & LOGISTICS

**SPEAKING FEE/TRAVEL: AVAILABLE UPON REQUEST**

**PRESENTATION FORMATS: KEYNOTE, WORKSHOP, PANEL DISCUSSION, WEBINAR**

**TECH REQUIREMENTS: PROJECTOR, MICROPHONE, CLICKER, STABLE INTERNET (FOR VIRTUAL EVENTS)**

## BOOKING INFORMATION

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**FOR MEDIA INQUIRIES, EVENT BOOKINGS, OR CUSTOM SPEAKING TOPICS, PLEASE REACH OUT!**