



Kyle

SUMMERFORD

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S U M M E R F O R D

PRESIDENT OF DOMA | FOUNDER OF DOMC | COACH TO DENTAL OFFICE LEADERS

Proud Member of the Dental Office Managers Alliance (DOMA)

With over two decades of hands-on experience as a successful multi-practice manager, author, and industry influencer, Kyle has helped thousands of dental professionals improve case acceptance, elevate leadership, and drive practice growth.



SPEAKING TOPICS

- The Bagel Method™: How to Turn Hesitant Patients into “Yes” Patients

Discover Kyle’s signature framework for case acceptance built on emotional intelligence, confident communication, and connection. Attendees will learn how to transform treatment presentations into meaningful conversations that lead to trust, loyalty, and “yes” to care.

- Leading Without Micromanaging: Building a Team That Runs Itself

Leadership is about clarity, not control. Kyle shares real-world systems for delegation, accountability, and follow-through that free managers from chaos and help teams operate independently — with structure, purpose, and shared ownership.

- The Future Office Manager: How to Coach Your Team and Lead with AI

The next generation of dental leadership blends human connection with intelligent systems. In this forward-thinking session, Kyle teaches office managers how to use AI-driven insights to coach team performance, improve communication, and unlock new opportunities as educators and coaches in their own right.”

Signature Talks



TALK 1: THE BAGEL METHOD™ — HOW TO TURN HESITANT PATIENTS INTO “YES” PATIENTS

Tagline: A simple, proven framework for case acceptance that feels natural — not salesy

Based on Kyle's signature system, The Bagel Method™ teaches dental professionals how to turn hesitant patients into confident decision-makers. This session reveals the emotional and psychological triggers that drive case acceptance — from tone and timing to trust and transparency. Perfect for office managers, treatment coordinators, and doctors who want to master the art of patient communication and see real growth in treatment conversions.

Key Takeaways:

- Learn the 5 steps of The Bagel Method™ to increase treatment acceptance immediately.
- Identify emotional cues that influence patient decisions.
- Build lasting trust through communication that connects — not convinces

TALK 2: LEADING WITHOUT MICROMANAGING — BUILDING A TEAM THAT RUNS ITSELF

Tagline: Lead smarter, not harder — and finally step out of the daily whirlwind.

This session empowers office managers and practice leaders to move from “doing it all” to developing a self-sufficient, accountable team. Kyle shares real-world systems for delegation, follow-through, and performance tracking that create alignment across your practice. Learn how to create clarity, consistency, and confidence in your leadership — without resorting to micromanagement.

Key Takeaways:

- Implement daily habits that drive accountability and reduce stress.
- Use structure and systems to help your team thrive independently.
- Transform your leadership style from reactive to strategic.

Signature Talks

TALK 3: THE FUTURE OFFICE MANAGER — HOW TO COACH YOUR TEAM AND LEAD WITH AI

Tagline: The next generation of leadership blends human connection with intelligent systems.

Artificial intelligence is reshaping the way dental offices operate — but it's also opening doors for managers to become better coaches and leaders. In this forward-looking session, Kyle shows how to use AI-driven insights to elevate communication, monitor performance, and guide teams toward excellence. Designed for forward-thinking managers and aspiring consultants, this session redefines what it means to lead in the modern dental world.

Key Takeaways:

- Learn how AI tools can enhance leadership and communication.
- Discover how to coach your team using data and conversation insights.
- Position yourself for new opportunities as an AI-empowered office manager and coach.

SPECIAL SKILLS

Case Acceptance & The Bagel Method™ – Proven communication framework for turning hesitant patients into “yes” patients.

Emotional Intelligence in Dentistry – Teaching teams to connect with patients on a deeper level for higher trust and loyalty.

Dental Leadership & Team Development – Building accountability systems, creating alignment, and leading without micromanagement.

Practice Growth & Systems Optimization – Streamlining scheduling, collections, and operations for consistent profitability.

AI-Enhanced Office Management – Leveraging technology to coach teams, improve efficiency, and enhance performance tracking.

Training & Education for Dental Professionals – Developing and delivering workshops, CE courses, and coaching programs.

Speaking & Industry Influence – Engaging presentations that blend real-world experience, humor, and actionable takeaways.

Consulting & Mentorship – Helping office managers transition into leadership, coaching, and consulting roles.



KYLE SUMMERFORD IS THE PRESIDENT AND FOUNDER OF THE DENTAL OFFICE MANAGERS ALLIANCE (DOMA) AND CREATOR OF THE DENTAL OFFICE MANAGERS COMMUNITY (DOMC)

— the largest online network dedicated to advancing dental management professionals. With over two decades of leadership experience, Kyle has become a trusted voice in the industry, known for transforming the way office managers and dentists work together. Through DOMA Academy Live events, online training, and personalized coaching, he equips dental teams with the strategies, systems, and confidence to achieve growth, alignment, and lasting success.



Kyle has helped thousands of dental professionals improve case acceptance, elevate leadership, and drive practice growth. He's also the creator of The Bagel Method™, a breakthrough framework for increasing treatment conversions and team communication. For more information, visit kylesummerford.com



“LEADERSHIP ISN'T ABOUT THE TITLE YOU HOLD. IT'S ABOUT THE TRUST YOU BUILD.”



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REFERENCES AVAILABLE UPON REQUEST