

Testimonials

"Sommer's knowledge and experience are so helpful. Our team will be applying what we learned." -Heather S.

"Sommer is great. She gave great tips and ideas I can take back to my office. Very informative about assisting and other areas in the office." -Andrea D.

"It was nice to meet and hear from Sommer and that they deal with similar issues in their own practice." -Trinity J.

"Sommer is awesome. She answered all questions and had very interesting and useful info. Honestly, I want to be just like her." -Crystal S.

"Hearing from Sommer who lives and works by what she and Dr. Baird teach was very eye-opening. Her love for her work translates into her lectures. Hearing firsthand how their office functions on a daily basis is very helpful." -Samantha T.

"Sommer did an amazing job. I told her after the class how much she inspired me to better myself and how to become a better assistant inside and out. She kept things interesting and taught us how she does certain things and how we can take that back to our offices. Dr. Baird was so funny and did such an amazing job! Nothing better than coming to seminars and having good laughs while you learn." -Candace C.

YOUR EVENT COULD BE NEXT!

REQUIREMENTS

AV Requirements: Lavalier microphone; ideally a 2nd mic (handheld) for larger audiences.

Room Set Up: Prefer Chevron-angle tables with screens angled in front right corner of the room (or double screens for larger audiences). Least favorable setting: center aisle screens.

Travel: Speaker requests roundtrip coach airfare, ground transportation in host city, and two-night hotel stay. Speaker will book and provide receipt for reimbursement.

Disclosures: Speaker warrants all content is original and has rights to its use. All financial relationships or sponsorships are fully disclosed to the conference committee and audience to ensure transparency.

**Contact Speaking@ProductiveDentist.com
to invite Sommer to customize a
program for your next event.**



SOMMER CARROL

SPEAKER PACKET

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Dental Assistant Mentor

Sommer Carrol was born and raised in Granbury, Texas. She has worked for Productive Dentist Academy President & Co-Founder, Dr. Bruce Baird, for the majority of her 20-year dental career, holding different positions around the practice before becoming his chairside assistant over 14 years ago.

Sommer's favorite part of her work is the ability to change people's lives by giving them the confidence to smile and improving their overall health in the process.

"I can't think of another profession that gets to make such an impact on lives," Sommer says. "I also love the variety of things we do in the office and the fact that technology is evolving, making things easier and better for the patients."

"One of the biggest challenges facing assistants is time – time for training and time for patient care. Another challenge is earning the trust of the doctor in gaining more responsibilities once we are trained. The most rewarding part for assistants is the patient relationships – we really love our patients!"
Sommer

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Speaking Topics

Customer Service

Quality dentistry means nothing if your team can't provide quality customer service. Learn strategies for 5-star patient care that will turn potential patients into patients for life.

Communication

Communication is one of the cornerstones of success. Learn how to communicate better with your team and your patients, because everything flows easier when everyone's on the same page.

Teamwork

Teamwork makes the dream work, as they say! And they're right. Identify areas of concern and learn how to work together and lift each other up toward a common goal.

Being Proactive

Being proactive rather than reactive allows you and your team the time to anticipate the needs of the practice and your patients, so you're always prepared and never caught off your A-game.

Pearls of Wisdom

It can take deep-sea divers many years of preparation and failure to find the pearls they're looking for. It took Sommer many years to find the pearls of wisdom within the dental practice, and she would love to share them with you.

Scheduling to Productivity

One of the biggest mistakes dental practices make is scheduling for time rather than productivity. Changing the way you schedule can relieve stress on your team and give you more time to spend with your patients and treatment planning.