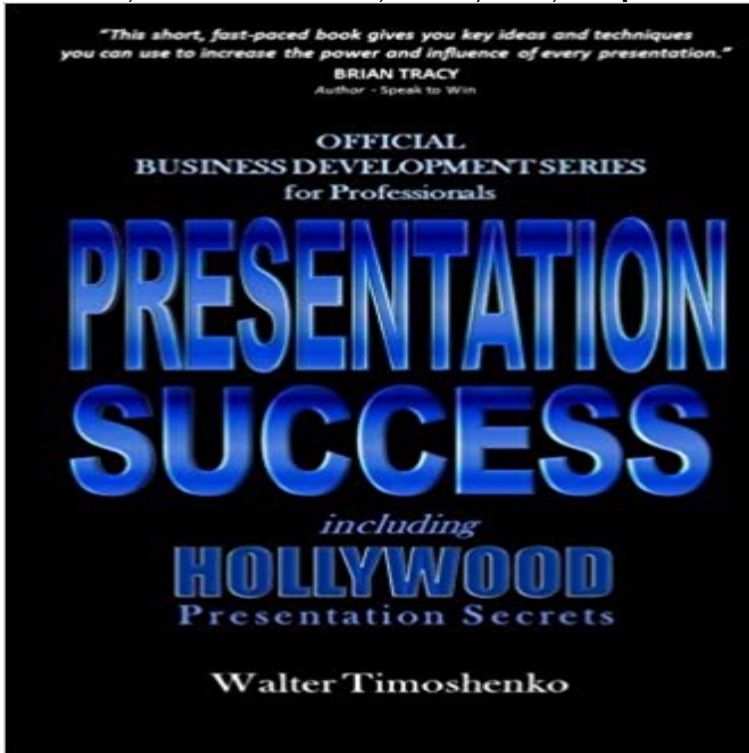


Presentation Success Including Hollywood Presentation Secrets: OFFICIAL BUSINESS DEVELOPMENT SERIES for Professionals, CPAs, accountants, lawyers, ... planners, insurance agents (Volume 2)



PRESENTATION SUCCESS: Official Business Development Series for Professionals; Including Hollywood Presentation Secrets As celebrated leadership expert, speaker, and best-selling author Brian Tracy noted in his testimonial, This short, fast-paced book gives you key ideas and techniques you can use to increase the power and influence of every presentation. Do you want your presentations to deliver? Do you want to learn the secrets heavy-hitters use to rake in results? What if you could add in some secrets used by Hollywood and use them to your advantage? Talk about stacking the odds for your success! If there was only one book series I would recommend to members of my firm, newly hired or tried and true, this is it! It is sheer genius in its simplicity. This volume looks at the science and art of making presentations from the perspective of Hollywood. ...we only wish we had read this book before our last new business pitch. It would have saved us a lot of time, money, and aggravation... keep writing and sharing! Presentation Success has made a world of difference and has made our members concentrate a lot more on their preparation and delivery. Gone is last minute confusion... A MUST read! Timoshenko's understanding of what it takes to successfully manage and market the professional services industry is unique and second to none. Here he lends his expertise to making the most out of presentations. Presentation Success is part of the Official Business Development Series for Professionals. Tailored for today's busy professionals, especially attorneys, lawyers, accountants, CPAs, solicitors, barristers, financial planners, and insurance pros, the Presentation Success edition features practical advice, guidance, and secret Hollywood techniques all designed to stack the odds for presentation success in your favor. Full of valuable examples

and ideas, this book takes you through the entire presentation process, from start to finish, and beyond! Instead of esoteric or theoretical density, this is real-world content derived directly from intensive business development training seminars for professionals spanning a large variety of disciplines and practices. You will quickly learn that although they may seem simple, these secrets are actually very powerful and profound concepts. Throughout the book, you will learn to use Hollywood secrets to your advantage. Whether you are a managing partner, a solo practitioner, a senior manager, of counsel, an associate, executive committee member, a newcomer, or anyone in between, Presentation Success is designed to deliver valuable insights in the shortest amount of time so you can put your new-found knowledge into practice immediately and begin stacking the odds for your success. From professional services industry insider Walter Timoshenko. Named by Accounting Today as one of the Top 100 Most Influential People, Walter created and served as the first and subsequent Chairman of the AICPA's Accounting Firm Marketing Forum held annually in New York City for years, and was featured at the AICPA's Future of Accounting Leadership Forum. As an Associate member of the American Bar Association, Walter helped launch one of the earliest series for legal marketing seminars, and frequently taught CLE related courses at the Association of the Bar of the City of New York (New York City Bar) as well as at various law schools. He has delivered speeches and presentations on marketing and branding across the country and provides brand, management, marketing, and communications training and guidance for professional services firms, businesses, corporations, and NFPs. LOOK INSIDE NOW - order the Kindle version today and you could be reading and benefiting from new ideas within moments.

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