

SPEAKING FOR PROFIT

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IRVINGMAN HOLTZ

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Jianjun Gao



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Speaking For Profit Herman Holtz, 1987-09-28 The first detailed guide that shows how to build a substantial second income or enhance a consulting practice as a public speaker Written by a nationally known consultant and seminar leader it provides the contacts savvy and skills needed to market your expertise as a public speaker Contains tips on getting started and making contacts a complete directory of lecture bureaus and convention managers the people who broker and book speakers on commission with advice on how to deal with them a step by step guide to marketing yourself including promotion and publicity services total coverage of fee structures and expenses how to break into other income expanding activities such as writing holding seminars and selling tapes even proven tips on beating fear on the platform **The Consultants'**

Survival Guide Marsha D. Lewin, 1997-03-28 Practical advice from Marsha D Lewin On success as a consultant Over these decades of consulting the most successful consultants I ve known were self starters whose enthusiasm individualism and drive did not blend with big business norms They saw a problem identified what needed to be done and went on to solve it They didn t wait for committees to pass on the idea and to run it up the corporate ladder for serial approval On surviving in a cyclical economy Plan ahead for the inevitable downturn in the economy That s clearly the way to be in the best position to be able to endure the hard times The down cycle may not be accommodating enough however to hit us after we ve put away all the money we had planned on and will need for the future That s why advance planning strategies must be supplemented by strategies to cope with an existing economic peril And once you ve made it through the dangerous times you ll want to evaluate your situation to ensure that you adjust your strategies from survival mode to those that enable you to plan ahead until the next threat On strategy Strategies are fundamental mental and emotional underclothes visible only to you and yours Our strategic plan is the mooring the underpinning that we use as our target for the tactics with which we deal in our daily lives On controlling expenses I emphasize reviewing your expenses periodically because situations change and pricing of various options changes as well If you make decisions on a never again basis you might find you are paying way too much for the basic services and you are merely causing yourself to work harder to stay in the same place from The Consultant s Survival Guide When businesses government agencies and other organizations are faced with problems they can t solve on their own they turn to you the management consultant for expertise perspective and rational solutions But what happens when your business is threatened by forces you can t control Who helps you put your problems in perspective analyze your situation and find a remedy Is there a consultant s consultant There is now In her thirty years as a management consultant Marsha D Lewin has seen it all the booms the busts the endless uncertainties She knows that some consultants ride out the tough times with relative ease while others equally talented are quickly overwhelmed In The Consultant s Survival Guide she reveals 14 strategies that will keep your consulting practice going through good times and bad and she offers specific tactics you can use to make sure your strategies succeed You ll learn how to Cut expenses in hard times without undercutting the

quality of your services Keep your fees up and your clients smiling Avoid giving away the store when writing a proposal Ensure that your work produces a tangible result for clients Use downtime to build up your business Expand the geographical perimeters of your client base Market your services without spending a dime Develop and maintain a reputation as a competent conscientious reliable consultant Many of the strategies and tactics you will discover in this book will help boost your profits in any business climate Others are rules to live by that should influence every action of your professional life All are practical steps that you can implement easily to make your practice stronger more profitable and more fit for survival starting today

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Levinson, Michael W. McLaughlin, 2011-01-06 Trusted advice on successful consulting from the authors of the bestselling Guerrilla Marketing series Consulting is entering the era of the guerrilla client buyers with a glut of information at their fingertips and doubts about the value consultants add Guerrilla Marketing for Consultants is the first book to reveal how guerrilla marketing can transform today's challenges into golden opportunities for winning profitable work from the new breed of consulting clients Packed with information this step by step guide details the 12 marketing secrets every consultant should know the anatomy of a marketing plan Web sites sources of free publicity direct mail marketing winning proposals and more Jay Conrad Levinson San Rafael CA is the Chairman of the Board of Guerrilla Marketing International and the author or coauthor of more than 30 books including the bestselling Guerrilla Marketing series Michael W McLaughlin Mill Valley CA has been a partner with Deloitte Consulting since 1994

Great Promo Pieces Herman Holtz, 1988-09-16 This is a do it yourself guide to creating winning promotional pieces without the expensive assistance of an agency Includes are topics on direct mail packages newsletter copyrighting testing response to pieces cost cutting and more [Yearbook of Experts, Authorities and Spoke](#) Mitchell P. Davis, 2006-02 The purpose of the Yearbook of Experts is to provide bona fide interview sources to working members of the news media Page 2 *Management World*, 1986 [A Coach's Guide to Developing Exemplary Leaders](#) James M. Kouzes, Barry Z. Posner, Elaine Biech, 2010-06-17 Kouzes and Posner's bestselling The Leadership Challenge has been the most trusted source for becoming a better leader for millions of executives This new guide from Kouzes and Posner written in conjunction with coaching experts Elaine Biech provides practical information and tools for integrating The Practices of Exemplary Leadership into a coaching practice or program Filled with best practices and success stories as well as worksheets and checklists this comprehensive resource enables coaches to quickly and easily adapt their coaching regimen to include The Leadership Challenge and the Leadership Practices Inventory LPI

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The Trainer's Balanced Scorecard Ajay Pangarkar, Teresa Kirkwood, 2012-06-29 The balanced scorecard BSC is increasingly the strategic business tool of choice for many organizations One of the four components of the BSC learning and growth is largely misunderstood underutilized and ineffectively applied The BSC framework provides an opportunity for management and workplace learning and performance professionals to communicate through a common language establish realistic and measurable targets and align and support the rest of the organization in a strategic way This book provides proven guidance and customizable tools to measure the role of learning and performance link it to organizational objectives and communicate to management results in a common language

Budgeting for Managers Sid Kemp, 2002-11-22 Now translated into 11 languages This reader friendly icon rich series is must reading for all managers at every level All managers whether brand new to their positions or well established in the corporate heirarchy can use a little brushing up now and then The skills based Briefcase Books series is filled with ideas and strategies to help managers become more capable efficient effective and valuable to their corporations Managers in all types of organizations and environments must be able to prepare or at least understand a realistic and results oriented budget Budgeting for Managers rich in practical techniques and examples walks the reader through the entire budgeting process from basic financial concepts and their use in creating a budget to methods for tracking actual spending

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