

(Library ebook) Speak and Get Results: The Complete Guide to Speeches and Presentations That Work in Any Business Situation

Speak and Get Results: The Complete Guide to Speeches and Presentations That Work in Any Business Situation

Sandy Linver

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0 of 0 people found the following review helpful. I HIGHLY recommend this bookBy Johnny CocknockerI read this book although I had many years of experience giving presentations, classes, and briefings, in the military. Right from the start this book is filled with extremely valuable information. Using the principles discussed I prepared and presented a business plan to a group of lenders and walked out with a substantial small business loan.

We've all known the "naturals" - people who can get up to speak in any business situation and make something happen. They get the budget approved, win the big account, get the group's support at the weekly staff meeting. When the "naturals" finish speaking, people believe - and act. "Speak and Get Results" helps you to be a natural - helps you to get the results you want, by teaching you how to: motivate your listeners to reach your result; choose an opening that targets your ideas; design visuals that support you, not sabotage you; use your body and your voice to express your energy, authority, and commitment; handle tough Q A sessions, audience resistance, and even surprise media

encounters.