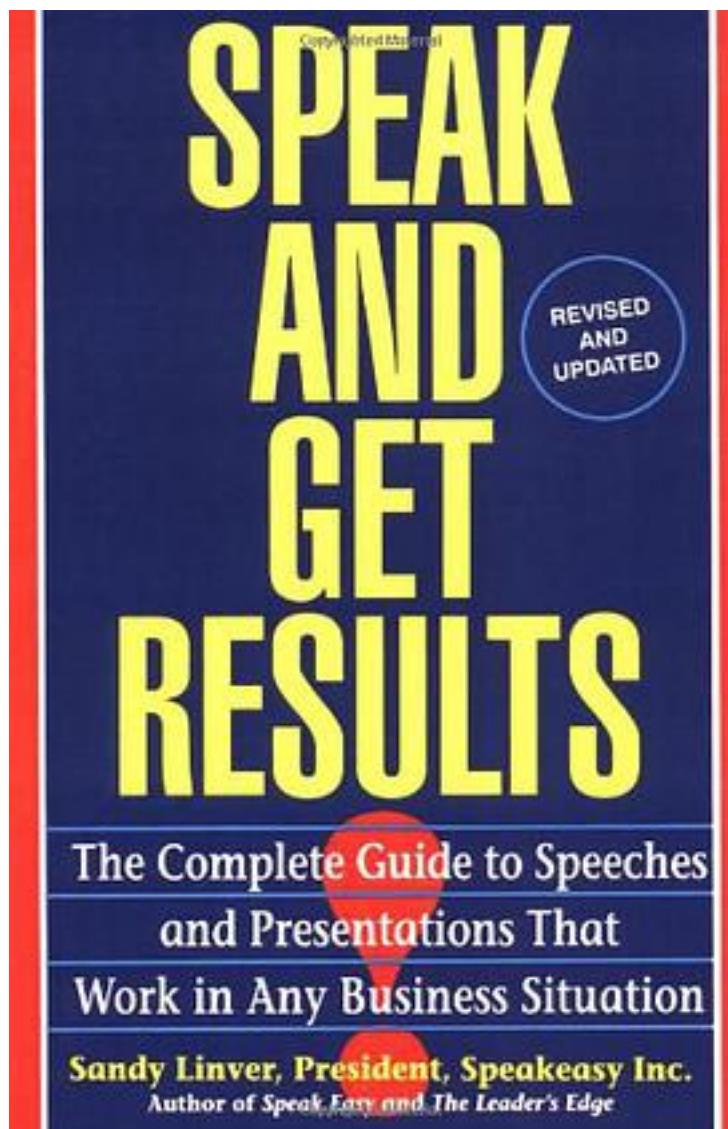


# Speak and Get Results



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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. Now fully revised and updated, "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

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