



# Million Dollar Speaking: The Professional's Guide to Building Your Platform (Business Skills and Development)

By Alan Weiss

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Bestselling business author and Professional Speaking Hall of Fame member Alan Weiss offers the inside advice you need to turn your talent into a high-paying career?from honing your delivery skills to building a business. In *Million Dollar Speaking*, you'll learn the critical skills of

- Dealing with difficult crowds
- Creating powerful speeches
- Targeting high-potential markets
- Creating a "star" reputation
- Setting fees that reflect your outstanding value
- Perfecting platform skills?making them the best in the business
- Expanding your business through diversification

Weiss has packed the guide with tips, resources, helpful examples, and checklists that make it easy for you to keep a record of your progress. Whether you're a trainer, workshop leader, or consultant, *Million Dollar Speaking* has what you need to get on the paid public-speaking circuit in no time.

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**Million Dollar Speaking: The Professional's Guide to Building Your Platform (Business Skills and Development)** By Alan Weiss **Bibliography**

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#### **About the Author**

**Alan Weiss, Ph.D.**, founded Summit Consulting Group, Inc., and is the author of the bestseller Million Dollar Consulting. He is the recipient of the Lifetime Achievement Award of the American Press Institute. He lives with his wife and two dogs in East Greenwich, Rhode Island.

For more information about Alan Weiss or for the appendix of this book, go to: [www.summitconsulting.com](http://www.summitconsulting.com).

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