

# Brian Tracy Speak To Win

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The ability to speak with confidence and deliver winning presentations can accelerate your career, earn peoples great respect, and enable you to achieve your greatest -- even most impossible-seeming goals. But what many people dont realize is that anyone can learn to be a great speaker, just as easily as they can learn to drive a car or ride a bike! As one of the worlds premier speakers and personal success experts, Brian Tracy is the ideal instructor. In Speak to Win, Tracy reveals time-tested tricks of the trade that readers can use to present powerfully and speak persuasively, whether in an informal meeting or in front of a large audience. Readers will learn how to: become confident, positive, and relaxed in front of any audience grab peoples attention from the start use body language, props, and vocal techniques to keep listeners engaged transition smoothly from one point to the next use humor, stories, quotes, and questions skillfully deal with skepticism when presenting new ideas wrap up strongly and persuasively

Brimming with unbeatable strategies for winning people over every time, Tracy lets readers in on his most powerful presentation secrets in this indispensable, life-changing guide. About the Author Brian Tracy is one of Americas leading authorities on the development of human potential and personal effectiveness. A dynamic and inspiring speaker, he addresses thousands of people each year on the subjects of personal and professional development, including the executives and staff of such firms as IBM, Arthur Andersen, McDonnell Douglas, and The Million Dollar Round Table. Prior to founding his own firm, Brian Tracy International, he had successful careers in sales and marketing, investments, real estate development, distribution, and management consulting. Tracy is the author of thirteen previous books including the bestselling book Maximum Achievement. He is also the author/narrator of numerous bestselling audiocassette programs, including The Psychology of Achievement and How to Start and Succeed in Your Own Business. He is a global authority on sales and customer service who leads more than 150 training programs and sales meetings annually for companies such as IBM, AT&T, Coca-Cola, Hilton Hotels, Inc. magazine, Siemens, and Cintas. He is the author of the syndicated sales column Sales Moves, which appears in eighty-five businessjournals across the United States and Europe and is read by more than 3.5 million people weekly.

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