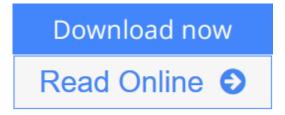


Money Talks: How to Make a Million As A Speaker

By Alan Weiss



Money Talks: How to Make a Million As A Speaker By Alan Weiss

Alan Weiss used to give speeches for free. Now his income from professional speaking and its spinoffs totals more than \$1,000,000. In Money Talks, he shows you how to follow him up the steps to the very best - and best - paid-platforms! It's simpler than you think. Through stories, anecdotes, and pointers from his own experience, internationally-known speaker Alan Weiss shows you how you can succeed in today's booming market for public speakers. You'll learn how to choose a topic that people will pay to hear; find audiences that will pay you to speak; deal with a crowd that knows more than you do; turn your expertise as a trainer, workshop leader, or consultant into a professional speaking career (and why you don't necessarily need any special credentials); craft a winning speech; multiply your earnings through passive sales; keep your costs at rock bottom; overcome your natural fear of public speaking (or: Why dying is only the second greatest fear); develop and enjoy star status as a speaker! Packed with boxed tips, checklists, lists of resources, and plenty of helpful examples, this book is your entree into the lucrative world of professional speaking.



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Editorial Review

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"Quite simply, the best book I've ever read on speaking as a profession. Alan Weiss turns some cherished myths upside-down and just may prompt you to rethink your business. It's fantastic, inclusive, most useful book!"-Nido Qubein, internationally-known speaker and chairman of Creative Services, Inc. Dynamic speakers are made, not born. If you want join the ranks of today's speakers-the pros who make \$1 million a year-take advantage of this valuable book. It will tell you how to take what you know and spin it into verbal gold! Bestselling author Alan Weiss used to give speeches for free. Now his income from professional speaking and its spinoff totals more than \$1,000, 000. In Money Talks, he shows you how to follow him up the steps to the very best-and best-paid-platforms! It's simpler than you think. Through stories, anecdotes, and pointers from his own experience, internationally-known speaker Alan Weiss shows you how you can succeed in today's booming market for public speakers. You'll learn how to-Choose a topic that people will pay to hear; Find audiences that will pay you to speak; Deal with a crowd that knows more than you do; Turn your expertise as a trainer, workshop leader, or consultant into a professional speaking career (and why you don't necessarily need any special credentials); Craft a winning speech; Multiply your earnings through pasive sales; Keep your costs at rock bottom; Overcome your natural fear of public speaking (or: Why dying is only the second greatest fear); Develop and enjoy star status as a speaker! Packed with boxed tips, checklists, lists of resources, and plenty of helpful examples, this book is your entree into the lucrative world of professional speaking.

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