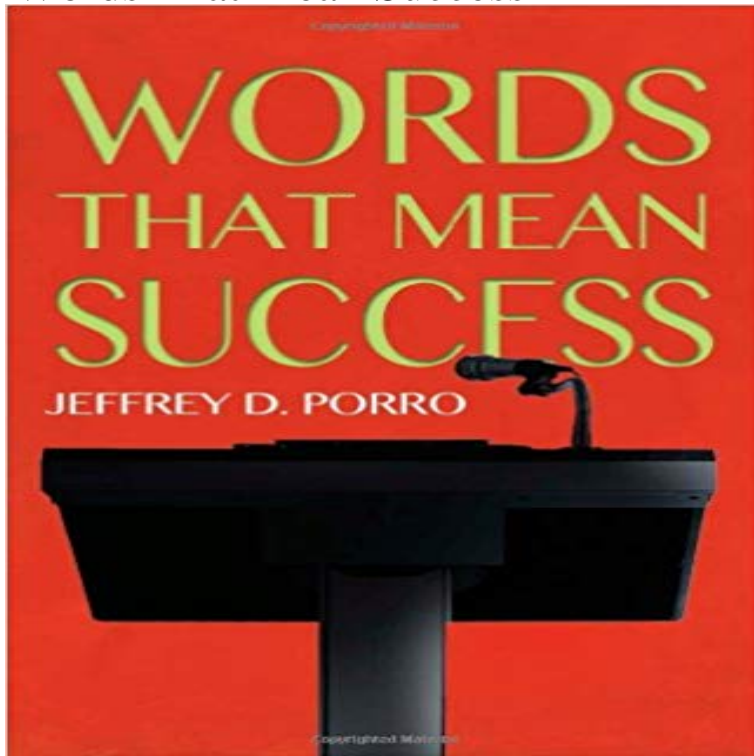


Words That Mean Success



Speechwriter Jeff Porro has helped Fortune 250 CEOs and the heads of some of the nations most influential nonprofits. In his first book, he draws on two decades of experience to provide very practical advice on how leaders can use the spoken word to engage the audiences most important to their success including funders, clients, investors, employees, the press and public. In the first section of the book, Jeff describes how better speeches, talks and presentations can help executives boost their organizations. The section then analyzes why bad speeches happen to good executives, and offers very specific advice on how leaders can become more effective public speakers. In section two, Jeff examines the specific communication challenges faced by entrepreneurs, women executives, defense industry leaders, and others. He provides suggestions on how they can take their presentations to the next level. In section three, Jeff offers suggestions on how leaders can learn from the masters of business communication: Iacocca, Jobs, and Buffet. In addition to writing speeches and presentations for business and nonprofit leaders, Jeff is also an award winning screenwriter and a PhD with 20 years of experience in research, public policy, and business. He has been profiled in the Washington Post, National Journal, Washington Business Journal, and other publications.

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