<h1 style="margin-top: 0px; margin-right: 0px; margin-bottom: 15px; margin-left: 0px; border-style: initial; border-color: initial; outline-width: 0px; outline-style: initial; outline-color: initial; font-size: 16px; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; color: #000000; border-width: 0px; padding: 0px">��� ����/h1><p style="margin-top: 0px; margin-right: 0px; margin-bottom: 10px; margin-left: 0px; border-style: initial; border-color: initial; outline-width: 0px; outline-style: initial; outline-color: initial; font-size: 12px; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; text-align: justify; border-width: 0px; padding: 0px"><span style="border-style: initial; border-color: initial; outline-width: 0px; outline-style: initial; outline-color: initial; font-size: medium; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; border-width: 0px; padding: 0px; margin: 0px"><span style="border-style: initial; border-color: initial; outline-width: 0px; outline-style: initial; outline-color: initial; font-size: 16px; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; color: #901e40; border-width: 0px; padding: 0px; margin: 0px"><strong style="border-style: initial; border-color: initial; outline-width: 0px; outline-style: initial; outline-color: initial; font-size: 16px; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; border-width: 0px; padding: 0px; margin: 0px">
���� ����</p><p style="margin-top: 0px; margin-right: 0px; margin-bottom: 10px; margin-left: 0px; border-style: initial; border-color: initial; outline-width: 0px; outline-style: initial; outline-color: initial; font-size: 12px; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; text-align: justify; border-width: 0px; padding: 0px"><strong style="border-style: initial; border-color: initial; outline-width: 0px; outline-style: initial; outline-color: initial; font-size: 12px; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; border-width: 0px; padding: 0px; margin: 0px">��������� ��� ���� ? ���? ???? ?????, ??? ? ??? ?????. ?????????? ???????????? ? ?????.</p><p style="margin-top: 0px; margin-right: 0px; margin-bottom: 10px; margin-left: 0px; border-style: initial; border-color: initial; outline-width: 0px; outline-style: initial; outline-color: initial; font-size: 12px; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; text-align: justify; border-width: 0px; padding: 0px">??? ???????? ?????????????? ????? ??? ??? ???? ???? ? ???? ??????? ????? ??? ????? ??????? ??????????, ???????? ???? ???????.</p><p style="margin-top: 0px; margin-right: 0px; margin-bottom: 10px; margin-left: 0px; border-style: initial; border-color: initial; outline-width: 0px; outline-style: initial; outline-color: initial; font-size: 12px; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; text-align: justify; border-width: 0px; padding: 0px">???

********** ******* * New York Times:</p><ul style="margin-top: 0px; margin-right: 25px; margin-bottom: 10px; margin-left: 25px; border-style: initial; border-color: initial; outline-width: 0px; outline-style: initial; outline-color: initial; font-size: 12px; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; list-style-type: disc; list-style-position: initial; list-style-image: initial; text-align: justify; border-width: 0px; padding: 0px"><li style="margin-top: 0px; margin-right: 0px; margin-bottom: 5px; margin-left: 0px; border-style: initial; border-color: initial; outline-width: 0px; outline-style: initial; outline-color: initial; font-size: 12px; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; border-width: 0px; padding: 0px">The Sales Bible
<li style="margin-top: 0px; margin-right: 0px; margin-bottom: 5px; margin-left: 0px; border-style: initial; border-color: initial; outline-width: 0px; outline-style: initial; outline-color: initial; font-size: 12px; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; border-width: 0px; padding: 0px">The Little Red Book of Selling
<li style="margin-top: 0px; margin-right: 0px; margin-bottom: 5px; margin-left: 0px; border-style: initial; border-color: initial; outline-width: 0px; outline-style: initial; outline-color: initial; font-size: 12px; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; border-width: 0px; padding: 0px">The Little Black Book of Connections
<li style="margin-top: 0px; margin-right: 0px; margin-bottom: 5px; margin-left: 0px; border-style: initial; border-color: initial; outline-width: 0px; outline-style: initial; outline-color: initial; font-size: 12px; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; border-width: 0px; padding: 0px">The Little Gold Book of YES! Attitude
<li style="margin-top: 0px; margin-right: 0px; margin-bottom: 5px; margin-left: 0px; border-style: initial; border-color: initial; outline-width: 0px; outline-style: initial; outline-color: initial; font-size: 12px; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; border-width: 0px; padding: 0px">The Little Green Book of Getting Your Way
<li style="margin-top: 0px; margin-right: 0px; margin-bottom: 5px; margin-left: 0px; border-style: initial; border-color: initial; outline-width: 0px; outline-style: initial; outline-color: initial; font-size: 12px; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; border-width: 0px; padding: 0px">The Little Teal Book of Trust
<li style="margin-top: 0px; margin-right: 0px; margin-bottom: 5px; margin-left: 0px; border-style: initial; border-color: initial; outline-width: 0px; outline-style: initial; outline-color: initial; font-size: 12px; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; border-width: 0px; padding: 0px">The Little Red Book of Sales Answers
<li style="margin-top: 0px; margin-right: 0px; margin-bottom: 5px; margin-left: 0px; border-style: initial; border-color: initial; outline-width: 0px; outline-style: initial; outline-color: initial; font-size: 12px; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; border-width: 0px; padding: 0px">The Little Platinum Book of Cha-Ching!
<li style="margin-top: 0px; margin-right: 0px; margin-bottom: 5px; margin-left:

0px; border-style: initial; border-color: initial; outline-width: 0px; outline-style: initial; outline-color: initial; font-size: 12px; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; border-width: 0px; padding: 0px">Customer Satisfaction is Worthless, Customer Loyalty is Priceless
<li style="margin-top: 0px; margin-right: 0px; margin-bottom: 5px; margin-left: 0px; border-style: initial; border-color: initial; outline-width: 0px; outline-style: initial; outline-color: initial; font-size: 12px; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; border-width: 0px; padding: 0px">The Patterson Principles of Selling
<p style="margin-top: 0px; margin-right: 0px; margin-bottom: 10px; margin-left: 0px; border-style: initial; border-color: initial; outline-width: 0px; outline-style: initial; outline-color: initial; font-size: 12px; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; text-align: justify; border-width: 0px; padding: 0px">�� ������ ��� ������: Coca-Cola, D.R. Horton, Caterpillar, BMW, AT&T Wireless, MacGregor Golf, Ferguson Enterprises, Kimpton Hotels, Hilton, Enterprise Rent-A-Car, AmeriPride, NCR, Stewart Title, Comcast Cable, Time Warner Cable, Liberty Mutual Insurance, Principal Financial Group, Wells Fargo Bank, Baptist Health Care, BlueCross BlueShield, Carlsberg, Wausau Insurance, Northwestern Mutual, MetLife, Sports Authority, GlaxoSmithKline, AC Neilsen, IBM, The New York Post, ��������</p><p style="margin-top: 0px; margin-right: 0px; margin-bottom: 10px; margin-left: 0px; border-style: initial; border-color: initial; outline-width: 0px; outline-style: initial; outline-color: initial; font-size: 12px; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; text-align: justify; border-width: 0px; padding: 0px">��100 ��������� ��� ������ ����� ������ ����, ��� ����� ����, ������ ��������� ��������, ������ ������.</p><p style="margin-top: 0px; margin-right: 0px; margin-bottom: 10px; margin-left: 0px; border-style: initial; border-color: initial; outline-width: 0px; outline-style: initial; outline-color: initial; font-size: 12px; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; text-align: justify; border-width: 0px; padding: 0px">������ ������ ������ ������ ��� ����em style="border-style: initial; border-color: initial; outline-width: 0px; outline-style: initial; outline-color: initial; font-size: 12px; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; border-width: 0px; padding: 0px; margin: 0px">��������/em>, ��������� ����, ������ ������, ? ?? ? ??? ? ??? ��������? ?????</p><p style="margin-top: 0px; margin-right: 0px; margin-bottom: 10px; margin-left: 0px; border-style: initial; border-color: initial; outline-width: 0px; outline-style: initial; outline-color: initial; font-size: 12px; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; text-align: justify; border-width: 0px; padding: 0px">???? CSP. ?? 1997 ?, ??? ?????????? ??????Certified Speaking Professional (CSP) ? ??????? ?????? ? ?????? ????CSP ????? ?? 500 ?? ?? ?????? ????? ??????????? ?????? ???????.</p><p style="margin-top: 0px; margin-right: 0px; margin-bottom: 10px; margin-left: 0px; border-style: initial; border-color: initial;

outline-width: 0px; outline-style: initial; outline-color: initial; font-size: 12px; vertical-align: baseline; background-image: initial; background-attachment: initial; background-origin: initial; background-clip: initial; background-color: transparent; text-align: justify; border-width: 0px; padding: 0px">���� ������CPAE. ?? ??? 2008 ? ??? ??????????????Speaker Hall of Fame ? ??????? ?????? ? ??????(??. ?????CPAE (Counsel of Peers Award for Excellence) ? ?? ? ??? ?????? ?????? ? ???????? ???????? ?????? ??????????? ??? ?7 ???? ??????? ? ???????, ???? ??, ??, ???, ??? ?????????????? ??????? ? ???????. ??? ? ???? 191 ???? ???? ???? ?? ??????? ???? ???????? ??????? ??? ???????, ???????? ???????? ????????</p>