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Harrison Monarth and Larina Kase are cofounders of TheConfidentSpeaker.com, a public speaking and communication coaching Web site. Monarth is the founder of GuruMaker, a professional speaking consultancy.

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Harrison Monarth, CEO and Founder. Executive Coach and New York Times bestselling author, Harrison Monarth coaches C-suite leaders, senior executives, high potential managers and other top professionals on effective leadership and positive behavior change for professional and organizational success. He helps leaders at all levels develop a powerful personal brand and authentic executive presence.

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Harrison Monarth is an executive coach, leadership consultant and the New York Times bestselling author of The Confident Speaker, and the business bestseller Executive Presence.

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The Confident Speaker / Edition 1 by Harrison Monarth ...
Harrison's books include The New York Times bestseller The Confident Speaker (McGraw-Hill 2007), 360 Degrees of Influence (McGraw-Hill 2012), Breakthrough Communication: A Powerful 4-Step Process...

Harrison Monarth - Executive Coach, Leadership Consultant ...
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the confident speaker harrison monarth Harrison Monarth and Larina Kase bring together their varied professional speaking backgrounds to make "The Confident Speaker" a marvelous book full of practical as well as professional philosophic advise people can use in their professional and even a bit of their personal lives. The Confident Speaker: Beat Your Nerves and Communicate at ... The Confident Speaker: Beat Your Nerves and Communicate at Your Best in Any Situation

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Speak up and succeed. "Fear of snakes makes sense. After all, snakes bite! On the other hand, fear of public speaking is worth overcoming. This book is an excellent place to start."-Seth Godin, bestselling author of Purple Cow and Free Prize Inside "Your ability to speak confidently on your feet will impress more people and open more doors than you can imagine. The Confident Speaker shows you how."-Brian Tracy, bestselling author of The Psychology of Selling "Eureka! This book is exactly what every beginning speaker needs."-Dottie Walters, CSP, bestselling author of Speak and Grow Rich "When we speak in public, we convey our knowledge, our interest in others, and our value. Now, thanks to Monarth and Kase, their book The Confident Speaker opens that door to successful public speaking."-Susan RoAne, bestselling author of How To Work A Room\u2122 "Speaking before a group stresses many otherwise capable people, and as a result their anxiety cripples their careers. Monarth and Kase offer the antidote in their highly readable book."-Dianna Booher, bestselling author of Speak with Confidence and Communicate with Confidence

Combining breakthrough research on how to conquer speaking anxieties with battle-tested strategies, Larina Kase and Harrison Monarth will give you the confidence and skills to become a world-class speaker in any situation. Using real-world scenarios and powerful tools, the authors help you banish your fear of public speaking and unleash your innate powers of persuasion.

Get the Key to the Boardroom with Powerful Executive Presence! "This book can be a key aid in helping you make it to the next level! Great coaching for anyone who is even thinking of becoming an executive!" Marshall Goldsmith, New York Times bestselling author of What Got You Here Won't Get You There "On the corporate battlefield a true leader's success is based upon his or her ability to communicate effectively, persuade others to follow a goal, and execute it. This leads to success for all. When the stakes are high, you're invited to read this book first." Scott A. Gaines, vice president, Hertz Corporation "If you are seriously looking to be perceived in the light you choose, Executive Presence is the book that not only answers the question, but shows you how to apply the answers." Kevin Hogan, author of The Psychology of Persuasion "Harrison Monarth is a first-rate thinker who writes as clearly as he thinks. No matter where you are on the career ladder, Executive Presence will put you a step ahead of your competition." T. Scott Gross, author of Positively Outrageous Service "Most people know that to move up in your career, you need to have self-awareness and the ability to manage the perceptions of those whose opinions count. . . . Executive Presence is your comprehensive guide to help you become more proficient at self-marketing and the art of ethical persuasion to achieve your personal and professional goals." Larina Kase, PsyD, MBA, author of The Confident Leader and coauthor of the New York Times bestseller The Confident Speaker About the Book An expert in coaching high-level players in the art of perception management, Harrison Monarth reveals the critical difference between CEOs and those of us who wish to be CEOs. It's not a matter of intelligence, connections, or luck. It can be summed up in two words: executive presence. While most of us toil in obscurity and expect great things to follow, those on the path to corporate leadership spend their time perfecting the types of leadership communication skills that generate respect and get others to share their vision. They use these skills to establish how they are perceived by others and to manage their reputation throughout the organization. In other words, these soon-to-be top players have developed the presence of an executive through careful image management—and they make sure they have the goods to back it up. In Executive Presence, Monarth shows how you can seize control of your own career using the same skills. Inside, he explains how to: Accurately "read" people and predict their behavior Influence the perceptions of others Persuade those of opposing views to your side Create and maintain a personal "brand" Manage and control your online reputation Perform damage control when things go wrong Monarth's conclusions aren't based solely on his keen insight and extensive experience; they're the result of the latest scientific research in interpersonal communication and human behavior. Talent and skills are important, but they alone won't take you to the top of your organization. People reach highly influential positions because they deeply understand the power of perception and know how to leverage it in their favor. The good news is, anyone with the will to succeed can do it. Executive Presence provides all the techniques you need to take your career to the highest level of any organization.

4 EASY STEPS TO DRIVING EXEMPLARY COLLABORATION AND POSITIVE BUSINESS RESULTS People don't always communicate well. It's a fact of life. But you don't have to be a helpless witness or participant in a conversation that steadily unravels into misunderstandings, confusion, and even hostility. You can take charge—and you can make a difference! Breakthrough Communication provides easy-to-implement strategies for virtually any business situation, whether it's one-on-one or within a group. "Not since Dale Carnegie's How to Win Friends and Influence People has there been such a valuable roadmap for bringing high-impact results." -- Marshall Goldsmith, New York Times bestselling author of What Got You Here Won't Get You There and MOJO "A practical and insightful translation of cutting-edge psychological science research." -- Laura Kray, PhD, Warren E. & Carol Spieker Professor of Leadership, University of California, Berkeley, Haas School of Business "Destined to become a classic, Breakthrough Communication tells the truth about achieving status in and dominating your niche. If you can handle the truth, this book will change your life." -- Kevin Hogan, PsyD, author of The Science of Influence "This book is a true breakthrough itself. If you want to learn to communicate better, you must read this book!" -- Dave Kerpen, New York Times bestselling author of Likeable Social Media and Likeable Leadership "Breakthrough Communication is a smart and entertaining read for anyone who wants to be successful with people." -- Debra Benton, President, Benton Management Resources, Inc., and author of The CEO Difference

SPREAD YOUR INFLUENCE FOR TRUE LEADERSHIP SUCCESS "The extraordinary power of influence is now within everyone's reach. Recent graduates, executive assistants, project managers, and business leaders can all benefit from Monarth's simple steps for 'getting everyone to follow your lead.'" —MARSHALL GOLDSMITH, million-selling author of the New York Times bestsellers MOJO and What Got You Here Won't Get You There "Monarth's monograph is must reading for everyone who needs to build their personal brand and sell themselves—which is, of course, everybody." —JEFFREY PFEFFER, Ph.D., professor, Stanford Graduate School of Business, and author of Power: Why Some People Have It—and Others Don't "Your ability to influence and persuade others is the single most important skill for success in business and leadership—and this book shows you how with simple, powerful, practical, and proven techniques." —BRIAN TRACY, author of Full Engagement "Finally! A book about influence that doesn't tell you how to impose your position on others but rather illuminates ways to build authentic relationships that are mutually beneficial. Truly a 21st-century approach to a critical skill." —LOIS P. FRANK EL, Ph.D., author of Nice Girls Don't Get the Corner Office and Nice Girls Just Don't Get It "360 Degrees of Influence breaks new ground. Harrison Monarth writes with flair, passion, and insight. Even seasoned professionals will find his advice practical and invaluable." —HARRY MILLS, Managing Director of The Mills Group and author of Artful Persuasion and The Streetsmart Negotiator About the Book: Leadership doesn't have to be a top-down proposition. In fact, the best leaders influence those who are below and above them, as well as people external to the organization, such as customers and partners. This 360 degrees of influence is what separates the good leader from the great leader. Founder of the global executive coaching firm GuruMaker, Harrison Monarth makes a living helping top figures in business and politics hone their influencing, communication, persuasion, impression management, and media skills. He teaches leaders how to operate without relying on spin or manipulation. Now, in 360 Degrees of Influence, Monarth provides everything you need to gain the trust and respect of those around you—no matter where they're positioned in the organizational hierarchy—and expand your influence well beyond your immediate environment. Providing valuable insight into human emotion and behavior, Monarth reveals the secrets to becoming the most psychologically astute person in the room—so you can be the most influential leader in the room. Learn how to: Assess your current influencing power Overcome resistance to your ideas and proposals Know what people are thinking and feeling—even better than they do Avoid the most common decision-making pitfalls Create an influence strategy tailored to your organization's hierarchy In addition to sharing insight he has gleaned during years of coaching leading executives, Monarth includes practice exercises, checklists, self-evaluations, and worksheets to help you tackle the challenge of influence and leadership head on. Right now, one of your own counterparts might be exerting influence over you and your boss. You can do the same thing. Apply the lessons of 360 Degrees of Influence to place yourself in the best possible position to lead the leaders.

"This groundbreaking book will become a classic. I'll be recommending it to all of my readers." -Kevin Hogan, author of The Psychology of Persuasion New York Times bestselling author Larina Kase explains how to accomplish the things you think you can't, but really wish you could. . . . Many people who want to advance in their career or business are faced with an innate fear of change—even positive change that could move them forward. Using cutting-edge research to help readers become true leaders in their fields, Larina Kase provides strategies to help readers move out of their comfort zones and better distinguish the positive decisions and actions that will dramatically propel their success. She includes interviews with top business thinkers such as Seth Godin, Joe Vitale, Annie McKee, and Tim Sanders. Apply the lessons in this book to: Discover why you don't do what you need to do Empower yourself and others to stay motivated Transform fear of change into a positive driver for success Face uncomfortable situations with grace and poise "Imagine what you could accomplish with the confidence of the world's top leaders. . . . Read this book for a step-by-step plan to make it happen." —Dr. Joe Vitale, author of The Key "The success of coaches, clients, and self-help aficionados, in particular, will dramatically increase after putting Larina's powerful wisdom to work." —Marilee Adams, Ph.D., author of Change Your Questions, Change Your Life

Flirting comes naturally to some, but others often need a little practice before they feel confident approaching and engaging people they find attractive. "Flirt Fearlessly" provides a little pick me up, and reminds readers that they have all they need to attract and connect with others already inside of them. "Flirt Fearlessly" covers the pre-flirt preparation, to the must-go flirting locations, the five steps to super flirt, and the post-flirt followup. In a nutshell, "Flirt Fearlessly" provides an A to Z guide on getting your flirt on!

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and poise "Imagine what you could accomplish with the confidence of the world's top leaders . . . Read this book for a step-by-step plan to make it happen." —Dr. Joe Vitale, author of The Key "The success of coaches, clients, and self-help aficionados, in particular, will dramatically increase after putting Larina's powerful wisdom to work." —Marilee Adams, Ph.D., author of Change Your Questions, Change Your Life

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