

# NSA Virginia

A Chapter of the National Speakers Association

1st public appearance in Virginia

Presents

## Alan Weiss, Ph.D., CSP, CMC, CPAE

### Secrets of the Ultimate Consultant:

*How to compete against anyone, in any economy, and maximize your fees in the process*



Dr. Alan Weiss\*  
"The Rock Star of Consulting"

- World-renowned author of *Million Dollar Consulting*, now in its 3rd edition
- Celebrity author of over 500 articles and 25 books
- Inducted into the Speaker Hall of Fame
- "One of the top 20 speakers in the world today"
- "Worldwide expert on executive education"
- "The foremost consultant and author in the country"

You will learn

- ✓ The consultant's worst enemy and what to do about it
- ✓ How to accelerate a sale
- ✓ Why the economy doesn't matter
- ✓ Why you're over delivering and under charging
- ✓ The curse of the deliverables
- ✓ Why there are more consulting gurus than good consultants

When	Friday, April 20, 2007 Registration & Networking Breakfast Optional Networking Lunch	8:00 am - 12 pm 8:00 am - 8:30 am 12:00 pm - 1:00 pm
Where	The Cultural Arts Center at Glen Allen 2880 Mountain Road, Glen Allen, VA (Richmond, VA) 23060	804-261-2787
How Much	Member or Candidate First Time Visitor Repeat Visitor Optional Lunch	\$47 \$47 \$57 \$16
Registration and more information	Registration is <b>required by Tuesday, April 17, 2007</b> at <a href="http://www.NSAVirginia.org">www.NSAVirginia.org</a>	804-740-1187

\*Learn more about Alan at [www.SummitConsulting.com](http://www.SummitConsulting.com)

NSA Virginia - [www.NSAVirginia.com](http://www.NSAVirginia.com) - P.O. Box 29275 - Richmond, VA

A "can't miss" opportunity

