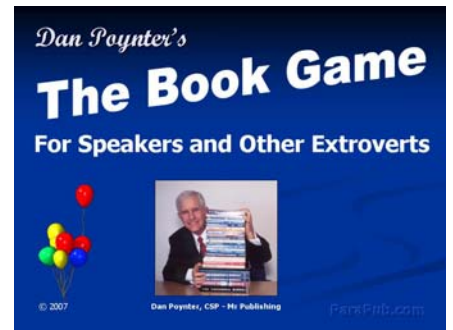




## Introduction for Dan Poynter, CSP.

The Book Game for Speakers and Other Extroverts



Most speakers are **extroverts**.

When it comes to writing books, extroverts face **unique** challenges.

Dan Poynter has the **solutions**.

Since 1969, Dan Poynter has written and published more than **120** books including *Writing Nonfiction*, *The Self-Publishing Manual*, *The Skydiver's Handbook* and *The Expert Witness Handbook*.

Dan is an author **and** he is a publisher. One of the pioneers of modern self-publishing, he has experienced **every** phase of the book publishing process. He has **sold** his manuscripts to other publishers, he has published **other** authors, he has published his **own** books and his books have been **translated** and published in six other countries.

Dan does not just **work** in the book publishing business, he **studies** the book publishing business.

He doesn't just **talk** about book promotion, he **teaches** book promotion.

Dan joined NSA more than 15 years ago and began immediately to help speakers with their books. He served as chair of the Writing/Publishing PEG and founded the PEG newsletter. He is a Certified Speaking Professional (CSP).

In order to expand his product line and reach more people, Dan began recording his speeches and selling the audios.

**We** taught **him** how to turn his books into speeches. Today, **he** is going show **us** how to turn our speeches into books.

It gives me great pleasure to introduce "Mr. Publishing" . . . **Dan Poynter**.