

Insight on Coaching – Guest Bio

Jerry Weissman

Executive Coach and President, Power Presentations, Ltd.

Introduction

Jerry Weissman, president of Power Presentations, Ltd. was referenced by the *Wall Street Journal* as the "Acting Coach to CEOs." He is the world's #1 corporate presentations coach and his list of clients read like a who's who of the world's most prominent companies including the top brass at Yahoo!, Earthlink, eBay, Intel, Intuit, Cisco Systems and Microsoft. Jerry brings a decade of experience at CBS and nearly two decades of experience with *Fortune 500* companies. He is also a best-selling author and an accomplished keynote speaker.

Experience

Jerry Weissman spent a decade as a TV producer for CBS in New York, where in his role, brought people into the studio, made them feel comfortable, helped them develop a succinct story and provided field questions - elements that became the fundamental building block for Power Presentations, Ltd. program.

Jerry founded Power Presentations, Ltd. in 1988 in Silicon Valley, where he's created a new comprehensive, media-based approach to presentation coaching.

One of his earliest efforts was the Cisco Systems IPO roadshow. Following its successful launch, Don Valentine, of Sequoia Capital, and then chairman of Cisco's Board of Directors, attributed "at least two to three dollars" of the offering price to Mr. Weissman's coaching. That endorsement led to nearly 500 other IPO roadshow presentations that have raised hundreds of billions of dollars in the stock market. Jerry's focus widened from coaching IPOs to include public and privately held companies. His techniques have helped another 500 firms develop and deliver their mission-critical business presentations.

Education

Jerry holds a Masters in Speech and Drama from Stanford University.

Professional Affiliations, Publications and Recognition

Jerry is the author of, "In the Line of Fire", which offers battle-tested techniques for handling touch questions and "Presenting to Win", which shows presenters how to transform their presentations that connect with their audiences.