



ACUMEN

Implementing Sales Knowledge
Book Review

Perfect Presentations
Andrew Leigh and Michael Maynard

Reviewed by Rae Stephenson

Perfect presentation is useful for anyone who lacks confidence, direction and focus when presenting one on one or to a group. It's an easy read with some useful hints and tips on how to get the best out of yourself and your audience.

It has some useful planning and diagnostic tools for the self assessment of your performance, but ultimately if your presenting issues are deep seated you will still benefit from a coach and some real life feedback and support.