

About SpeakerSue and High Impact Presentations

Sue Hershkowitz-Coore, affectionately known as SpeakerSue is founder and President of High Impact Presentations, an international consultancy providing customized training solutions that result in measurable improvements in sales performance, productivity and talent retention.

Client List

Sue's client list includes such prestigious hotel companies as:

- The Ritz-Carlton Hotel Company, North America, Latin America
- Mandarin Oriental EMEA
- Langham Hotels EMEA, Asia Pacific, North America
- Marriott Hotels and Resorts, North America
- Hyatt Hotels and Resorts, North America, Europe
- Hilton Hotels and Resorts, North America, Europe
- Four Seasons Hotels and Resorts, North America, Latin America
- MGM Resorts International
- Orlando Convention and Visitors Bureau
and more...

Accolades and Awards

The industry recognizes SpeakerSue as an innovative and best-in-class communicator. Sue's awards, accomplishments and appointments include:

- The 18,000 member Meeting Professionals International organization designated Sue as their highest level speaker – Platinum – for 14 consecutive years.
- Professional Convention Management Association awarded Sue their “Best in Class” designation consistently for the past six years.
- National Speakers Association honored Sue with the President's Award for Distinguished Service.

- Meeting Professionals International appointed Sue as a Founding Member of their highly prestigious Women's Leadership Initiative.

Highly Acclaimed Author

Sue's proprietary sales methodologies are fully endorsed. Her customer-centric, insight-based approach has been endorsed by the world's largest publishing companies.

Named one of ten "Best Business Books on Sales" by *Selling Power*, *Power Sales Writing* and *How to Say it to Sell It* consistently remain 5-star ranked on Amazon.com.

Power Sales Writing, Revised and Expanded Edition: Using Communication to Turn Prospects into Clients was published in 2012 by McGraw Hill and has been translated into two Chinese dialects. This is the Second Edition of this sales writing "bible."

Tata India (a division of McGraw Hill) has also published and released *Power Sales Writing: Second Edition*.

How to Say it to Sell It was published by Penguin Random House books in 2008. Sue was invited to author the book on sales strategy and tactics as part of Penguin's multiple book and multi-million dollar series of "***How to Say it***" books.

Educational Degrees

- Bachelor of Arts – University of Bridgeport – Summa cum laude
- Masters of Counseling – Arizona State University
- Fellowship: University of California at Berkeley