

# Get Your Feet Wet This Way

By Burt Dubin

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Burt Dubin  
burt@SpeakingBizSuccess.com

Speaking Success System <http://www.SpeakingBizSuccess.com>

So you want to be a speaker! You want to present Keynotes and seminars. You want the travel and adventure. You want to stay and to speak in the nicest hotels. You want to meet lots of new people, interesting people. Speak for public seminar companies!

Are you willing to work hard for modest money? Would you like a speaking/ seminar business education available no other way? This is the best way I know to become a national or international speaker faster. I did it for five years in the early 1980s. Speak for public seminar companies!

This work is difficult, challenging, exciting, fun-and exhausting. When you do 8 to 10 full-day seminars in a 2-week period, each in a different city, taking as many as 3 flights in an evening between cities, you attain a deeper understanding of exhausting. If you want to learn the speaking/seminar business and be paid to do it, this is the place.

Who might hire you? The best way to find out is to have your friends save all the seminar brochures they receive-and give them to you. What will they pay you? From a low of \$200-\$250 a day to \$1000 or more a day if you are good at hustling product from the back of the room.

What qualifications do you need? First, be already good at handling and teaching audiences of from 25 to 300. And have the proof in hand. A 2 hour uninterrupted video of you live is a fine start. I mean you addressing and holding the interest of a real, bona-fide audience.

It helps a lot if you're already an expert at platform mechanics. It's great if you're an expert at a topic. And if you can speak with minimum notes for a 6 hour day. Public Seminar companies tend to have already developed topic titles and seminar manuals, ready-to-go.

Yes, as a rule you present their seminars, not yours. In time, after you prove your skills, you might be able to present your own stuff if they want it. They may pay you a low 4-figure fee for the program you write. Then, they want to own that program. And they may want other presenters to facilitate it if it proves to be popular. Capping that, expect them to want to own the copyright to the Program Manual you wrote. Welcome to the real world.

They may pay you an extra \$100 per program when you present your own material. And maybe something extra when others present your program.

They want high-energy seminar leaders with style and wit. People who learn fast and who can delight all kinds of audiences all over North America and, often, overseas, too. You're expected to show up without fail no matter what the weather or which flights are canceled. Many of us have driven a rental car all night between cities through the worst storms. Then, on no sleep, showered and presented. Fun, huh?

As for expenses, they generally (not always) send you your air tickets and pay your hotel sleeping room bills direct. (Room and tax only) Incidentals are on your bill. Expect a per diem of around \$40-\$50 to cover all your meals and incidentals including transportation to and from the airport.

The travel, the experience, the pure adventure of being a seminar speaker, yield a matchless high. The joy of mastering each day's challenges brings out the best in you. The high caliber friendships you form with men and women of quality and accomplishment are priceless.

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Burt Dubin, a 20 year veteran of the business of speaking, coaches and mentors speakers and wanna-be's world-wide.

Burt works with people who want to be speakers and with speakers who want to be masters. The words of his clients, the admiration and respect expressed for his work by some of the world's most successful speakers, testify to the values he delivers. For samples of his wisdom, simply go to his web-site, <http://www.SpeakingBizSuccess.com> . Down-load some of the 12 FREE articles and 20 FREE newsletters.

Burt Dubin, 1 Speaking Success Road, Kingman, Arizona 86402-6543, USA. Phone 928-753-7546. Fax 928-753-7554.  
E-mail Burt at: [burt@SpeakingBizSuccess.com](mailto:burt@SpeakingBizSuccess.com)

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