



INSTITUTE OF MANAGEMENT CONSULTANTS
Washington Chapter

"GETTING PUBLISHED TO PROMOTE YOUR FIRM"
with Jeffrey P. Davidson, CMC

Buffet - Cash Bar

April 21, 1986
6:00 to 8:15 p.m.

International Club of Washington
Third Floor, 1800 K Street, N.W.
Washington, D.C.
(Enter on 18th Street under blue canopy)

R.S.V.P.

Getting articles published can help your firm, your career, increase your earnings and open new doors. We'll discuss proven methods for querying, maintaining copyright, negotiating, article resale and more. The speaker has written 3 books and published over 400 articles appearing in Washington Post, Washington Business Journal, Business & Society Review, etc.

Jeffrey P. Davidson, CMC, of Falls Church, Virginia, is author of Checklist Management (National Press, Washington, D.C.), and co-author of Marketing Your Consulting and Professional Services (John Wiley & Sons, New York, NY).

Mr. Davidson, CMC, is a featured speaker at conventions and seminars on marketing, professional services and self-promotion.

Mr. Davidson's achievements gained him recognition as the U.S. Small Business Administration's "Media Advocate of the Year" in 1983 for Virginia and 1984 and 1985 for Washington, D.C.

As a speaker, he has made presentations to more than 50 different groups ranging from Maine to Hawaii. He is listed with Capital Speakers, Inc. of Washington, D.C. which also represents Louis Rukeyser, Ellen Goodman, Jim Palmer and James Reston. Also he has appeared on CBS Nightwatch, radio and cable television (Warner AMEX).