

SELECT BIBLIOGRAPHY

Each handbook is authored and created by Julie Savarino and is based on her 28 years' experience working with thousands of lawyers, accountants, hundreds of leading law and accounting firms, and numerous other professional services firms. Julie works to continually upgrade and improve her handouts using her regular research and experience participating in thousands of new business situations, proposals, client interviews, surveys and studies. She has read and studied thousands of books and regularly reads, analyzes and assimilates updated, new information into her handbooks from numerous resources such as: dozens of workshops, magazines, publications, blogs, websites, survey results, conference materials, hundreds of speeches, seminars, association meetings, articles, and other relevant resources upon which she relies to create her handbooks. This handout contains a sample of the over twenty-five hundred handout pages Julie Savarino has authored and created over the course of her career.

** Indicates Julie Savarino's recommendations of the best basic reading material on each subject for those who are interested.

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Other Resources – Websites, Blogs, Magazines, etc. Regularly Read, Analyzed, Adapted & Assimilated:

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