

## JERRY CAHN, Ph.D., J.D.



Jerry Cahn is the president of Presentation Excellence, a strategic communications and management consulting firm, and also serves as a Managing Director for its affiliates. An attorney and psychologist, Dr. Cahn has 25+ years of sales, marketing and management experience building and leading communications companies which serve senior executives in a wide range of firms. Forging long-term relationships with clients, he often becomes a “trusted advisor” to whom they turn when new challenges arise. In his spare time, he leverages his corporate experience and passion for education as a professor for CUNY’s Baruch College.

Presentation Excellence ([www.presentationexcellence.com](http://www.presentationexcellence.com)) was founded in 2000, after Dr. Cahn sold Brilliant Image, a profitable, 24/7, leading presentation graphics firm which he co-founded and led for over 15 years and serviced over 5000+ clients, especially investment bankers, VCs and Fortune 500 firms, with presentations for M&A, IPO, sales, marketing, management, human resource, and complex financial and technology deals. During this period, he also served as president of the industry trade association, IAPP.

Today, he helps leaders present more persuasively and close more deals, and then follows-through by helping these clients execute strategies cost-effectively. He educates presenters through corporate and public workshops, one-on-one coaching and webinars on such topics as Creativity and Innovation, A+ Sales Teams, Referral Marketing and Super-Mentoring. Clients include: McGraw-Hill Construction where he was asked to coach the participants of National Sales Meetings, re-brand the company, launch its new product, (the Network), facilitate a “Strategic Advance” for senior management, develop marketing material, and prepare special communication projects for the president; Platts (the McGraw-Hill Companies’ Energy Company); Tishman Construction, where he coached a sales group to win a \$100M+ deal; Topeka Group (Citibank’s Wealth Management Group), International Council of Shopping Centers (ICSC); Driving Dynamics; American Realty Advisors; and Digital Risk.

He also serves as Managing Director for the company’s affiliates: Leader Connections, Target 3 Communications and Wall Street VIPs. Recently, he agreed to serve as Chair for Vistage New York.

Dr. Cahn’s prior career highlights include taking control of a near bankrupt public health company, and turning it profitable within 18 months, with its stock increasing 10-fold. Previously he served on Capitol Hill as the Health and Environment Legislative Assistant for (now) Senator Barbara Mikulski; he also served as a consultant to Head Start, the NYC Police and Fire Departments.

In his spare time, he focuses on educating young people. Currently, he teaches courses in Business Strategy (BA), Leadership Development (MBA) and Entrepreneurial Communications: Sales and Negotiating Skills (MBA) for Baruch College (CUNY). He also operates an intern program in which he has supervised over 500 students to date.