



So You Want to be a Big Biller

By **Margaret Graziano**, CPC, CTS, CERS

The Premise

Get inside the mind of a 22-year top producer and learn what makes these people TICK. Learn the secrets of what *makes* a top performer and gain insight about what you need to do to get there. Create a new context for work, learn new habits, and get exposed to systems that will leverage your power to get more done in less time.

The Presentation

- Lessons learned from a 22-year veteran & a Top Biller
- DO's of Top Performance
- DON'Ts of Top Performance
- Capitalize on your strengths
- Leverage and how to use it
- Commitment to Mastery

The Takeaways

- Successful Work Habits
- ABC s of being a big biller
- Real LIFE Time Management tactics
- Candidate Differentiation
- Client Differentiation
- Acing the Interview