



## Bio

### **Jerry Cahn, Ph.D., J.D.**

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Jerry is a trusted advisor who uses his business expertise, legal and psychological training, and unsurpassed presentations expertise helps business leaders unleash their potential to win deals, create successful companies and lead rewarding lives.

### **Professional Background:**

- Presentation Excellence, President and CEO (2000-current) – strategic consulting and executive coaching for senior executives of public/private companies, investment banks, hedge funds, etc. Affiliates include Target 3 Communications (IR/PR services). Clients include: Sterling National Bank, Citicorp, Morgan Stanley Smith Barney, Int'l Council of Shopping Centers (ICSC), Digital Risk, Driving Dynamics, Our Sunday Visitor, American Realty Advisors, Cabela's, McGraw Hill Construction, Platts, Tishman Construction, SPO Medical, Vuance and Clean Diesel
- Vistage New York, Chair (2010-current) – Coordinate, coach and facilitate CEO Advisory group.
- Leader Connections, Managing Director (2009-current) – connecting leaders powerfully with others leaders; speakers include Chief Executives from Marvel, Bergdorf Goodman, McGraw-Hill's Platts, Virgin Management USA and Verizon Global Wholesale.
- PortfolioPR, Managing Director (2000-2006) – communicating companies' value to investors and others; doubled the market cap of Curtis-Wright to \$1B within 18 months.
- Brilliant Image, CEO (1983-1999) – provide 24/7 presentation graphic services to 5000+ of the most demanding executives (e.g., Investment bankers, VCs, Fortune 500 executives).
- Dental World, Administrative Director (1982-1983) – turned around an almost bankrupt public healthcare provider, raising its stock 10-fold in 18 months.
- Capitol Hill, Legislative Assistant (1980-1981) – coordinated health and environmental legislative issues for (now) Senator Barbara Mikulski, including an Omnibus Medicaid/Medicare Act.

### **Education:**

- Ph.D. in social and personality psychology from CUNY.
- J.D. with focus on legislation and litigation from New York Law

### **Affiliations:**

- Management Department of CUNY's Baruch College teaching MBA and BA courses in Leadership Skills; Business Strategy; and Entrepreneurial Communications: Negotiations & Sales.
- UJA Management Assistance Program, Consultant.
- Admitted to New York State Bar Association & US Second District Court.
- IAPP, The International Association of Presentation Professionals, President.

### **Recent Association Presentations:**

- Incentive Marketing Association
- CORFAC