

MICHAEL D. CHALEFF, Esq.

Michael Chaleff, Esq. is an author, attorney, and consultant. He is President of Practical Influence, a company dedicated to assisting corporations, government agencies, and individuals in becoming more effective communicators and negotiators. He is currently finishing his next book related to salary negotiations, "Avoiding the Million Dollar Mistake." His first book "Conversations on Success" co-authored with Deepak Chopra, Mark Victor Hanson (of "Chicken Soup for the Soul") and others was released in 2003 to critical acclaim by Insight Publishing. For close to twelve years, he served as both a trial attorney at the Dept of Justice and as a Special Assistant United States Attorney prosecuting criminal cases on behalf of the government, however, his passion has always been researching and speaking on the subjects of negotiation and influence. He routinely speaks to groups throughout the United States and is proud to have helped many people to achieve their individual salary dreams.

Prior to graduating from law school with honors he served as a Lieutenant in the U.S. Navy and participated in combat missions off the coast of Kuwait during the First Gulf War in 1991. Michael is an accomplished magician and psychological entertainer, and is a member of the famed Magic Castle. His thoughts on negotiation and persuasion are strongly influenced by his background in magic, hypnosis, and psychology.