Downie, Jonathan (2016). *Being a successful interpreter. Adding value and delivering excellence*. London/New York: Routledge, pp. 110, £26.99/30.46€. ISBN: 978 1 138 11969 7.

This book is a pragmatic contribution to the interpreting literature. It has been conceived as a practice-oriented guide to advise professional interpreters on how to boost personal and professional growth as a way of adding value to the clients and the profession in an increasingly diverse world. Only then will interpreters be able to steer their business and professional practices to weather the changes brought about by globalisation.

The author, Jonathan Downie, is a conference interpreter and researcher. He holds a doctorate in interpreting from Heriot-Watt University. His research background in combination with his professional practice comes through nicely in this volume. Written in a research-jargon free style, and full of witty observations, Downie humbly introduces personal reflections and anecdotes that create a good flow.

The book is divided into ten chapters. Each chapter includes an interview with a practicing interpreter and relevant figure for the topic at hand, ranging from well-known academics and established business owners, to trainers and chairs of professional associations. Each chapter concludes with a summary of key concepts, a checklist of questions for reflection and a to-do list of actions to monitor Continuous Professional Development (CPD), individually and in groups.

Chapter 1 explains the need for interpreters to become committed business partners that provide added value to clients, in contrast to what Downie considers the pervasive professional norm of being a neutral conduit that performs a linguistic transfer.

Chapter 2 and 3 examine training, highlighting the importance of life-long learning and of building coalitions among trainers, trainees and the already trained. Downie makes a call to change the paradigm, from training interpreters for an institutional market, to training interpreters for the private market, where business skills and mentorship programs should figure prominently. Downie delves into the importance of deliberate practice with a mentor to tune up basic interpreting skills throughout the interpreter´s professional career.

Chapter 4 covers the importance of re-branding the way we sell interpreting and focuses on how to add value.

In Chapter 5, Downie defends the need of having inclusive and open professional associations that create communities of practice and represent different stakeholders, in contrast to traditional closed guild-like entities.

Chapter 6 makes a case for uniting the interpreting professions, also through professional associations, as all interpreters face similar challenges.

In Chapter 7, Downie lays the foundation for building a bridge between researchers and practitioners.

Chapter 8 and 9 address practical matters such as the physical and psychological wellbeing of interpreters, as well as the role of humour in interpreters' everyday life.

Chapter 10 presents a personal outlook on the future of the interpreting profession.

The main asset of this book, in my view, is its unitary approach towards the interpreting profession. Besides, it focuses prominently on interpreters working in the private market, who represent an often-disregarded but highly representative group of interpreters. Every chapter discusses a topic from a professional angle, but underpinned by rigorous research. Downie challenges the interpreting field as a whole with thought-provoking questions. For instance, in a bold and no less laudable move, he overtly challenges the 'guild' model of certain professional associations, for they are obsolete and incapable of meeting the current challenges of the profession.

The book revolves around a central notion: adding value. I would surmise that this concept is not ground-breaking, as it already resonates with academics and practitioners. Different scholars have addressed it in terms of professionalism and mediation. In a way, Downie takes up these aspects and embellish them with a more contemporary and appealing business allure. As down-to-earth as Downie's approach may be, we cannot lose sight either of the debate about the need of setting professionally agreed limits, if anything for the sake of the workers.

On a personal note, and as a professional conference interpreter myself, I cannot help but wonder how to reconcile Downie's enthusiasm about the future of the profession with the gloomy prospects that many fellow interpreters appear to share, in the face of English becoming the lingua franca *par excellence*. Perhaps here lies the strength of the book, as it attempts to inspire professionals to turn around the order of things. But are interpreters resolute to take up the torch?

A minor technical drawback, due to the perks of the rapidly changing World Wide Web, is the fact that some links are broken (i.e. http://bit.ly/FakeInterpreter, 63). It would be helpful to accompany the URL with a brief description to facilitate a subsequent Internet search.

To conclude, this book is an excellent example of what happens when good research meets reflective practice. It is an inspirational tool of interpreter CPD and revives a crucial debate in the profession about role, expectations and professional affiliation, with a look into the future.

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