

# Pdf Pitch Anything

Pitch Anything: An Innovative Method for Presenting, Persuading, and Winning the Deal  
Summary of Pitch Anything  
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gold medal winner tops sales world s best sales and marketing book fast fun and immensely practical joe sullivan founder flextronics move over neil strauss and game theory pitch anything reveals the next big thing in social dynamics game for business josh whitford founder echelon media what do supermodels and venture capitalists have in common they hear hundreds of pitches a year pitch anything makes sure you get the nod or wink you deserve ralph cram investor pitch anything offers a new method that will differentiate you from the rest of the pack jason jones senior vice president jones lang

lasalle if you want to pitch a product raise money or close a deal read pitch anything and put its principles to work steven waldman principal and founder spectrum capital pitch anything opened my eyes to what i had been missing in my presentations and business interactions louie ucciferri president regent capital group i use oren s unique strategies to sell deals raise money and handle tough situations taylor garrett vice president white cap a counter intuitive method that works jay goyal ceo sumopti about the book when it comes to delivering a pitch oren klaff has unparalleled credentials over the past 13 years he has used his one of a kind method to raise more than 400 million and now for the first time he describes his formula to help you deliver a winning pitch in any business situation whether you re selling ideas to investors pitching a client for new business or even negotiating for a higher salary pitch anything will transform the way you position your ideas according to klaff creating and presenting a great pitch isn t an art it s a simple science applying the latest findings in the field of neuroeconomics while sharing eye opening stories of his method in action klaff describes how the brain makes decisions and responds to pitches with this information you ll remain in complete control of every stage of the pitch process pitch anything introduces the exclusive strong method of pitching which can be put to use immediately setting the frame telling the story revealing the intrigue offering the prize nailing the hookpoint getting a decision one truly great pitch can improve your career make you a lot of money and even change your life success is dependent on the method you use not how hard you try better method more money klaff says much better method much more money klaff is the best in the business because his method is much better than anyone else s and now it s yours apply the tactics and strategies outlined in pitch anything to engage and persuade your audience and you ll have more funding and support than you ever thought possible

oren klaff has unmatched expertise in delivering successful pitches having raised over 400 million in the past 13 years using his unique method in pitch anything he shares the formula behind his success offering a comprehensive guide to help anyone deliver a compelling pitch in any business context whether you re seeking investors negotiating with clients or asking for a salary increase klaff s approach will transform how you present your ideas klaff reveals that crafting an impactful pitch isn t about art or intuition it s grounded in science drawing on insights from neuroeconomics he explains how the brain makes decisions and reacts to pitches providing valuable knowledge on how to maintain control throughout the pitch process with this understanding you can structure your pitch in a way that speaks directly to the decision making mechanisms of your audience the book introduces the strong method a structured approach to pitching that includes key strategies you can apply right away klaff walks you through setting the frame telling an engaging story revealing intrigue offering an appealing prize creating a strong hook point and ultimately securing a decision these steps he explains can dramatically increase the success of your pitch klaff emphasizes that success in pitching is not about effort but the method you use by applying these strategies you can dramatically improve your chances of success whether that means securing funding gaining support or transforming your career with his proven system klaff offers you the tools to make every pitch a potential game changer reinforcing his mantra a better method leads to more money and an even

better method brings even greater rewards

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the summary of pitch anything an innovative method for presenting persuading and winning the deal presented here include a short review of the book at the start followed by quick overview of main points and a list of important take aways at the end of the summary the summary of the book pitch anything from 2011 presents an original and innovative approach to the process of pitching ideas klaff explains the strategies and approaches that are necessary to successfully pitch anything to anyone by drawing from the fields of psychology neuroscience and personal anecdotes pitch anything summary includes the key points and important takeaways from the book pitch anything by oren klaff disclaimer 1 this summary is meant to preview and not to substitute the original book 2 we recommend for in depth study purchase the excellent original book 3 in this summary key points are rewritten and recreated and no part text is directly taken or copied from original book 4 if original author publisher wants us to remove this summary please contact us at support mocktime com

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this is a summary of oren klaff's pitch anything an innovative method for presenting persuading and winning the deal when it comes to delivering a pitch oren klaff has unparalleled credentials over the past 13 years he has used his one of a kind method to raise more than 400 million and now for the first time he describes his formula to help you deliver a winning pitch in any business situation whether you're selling ideas to investors pitching a client for new business or even negotiating for a higher salary pitch anything will transform the way you position your ideas according to klaff creating and presenting a great pitch isn't an art it's a simple science applying the latest findings in the field of neuroeconomics while sharing eye opening stories of his method in action klaff describes how the brain makes decisions and responds to pitches with this information you'll remain in complete control of every stage of the pitch process pitch anything introduces the exclusive strong method of pitching which can be put to use immediately setting the frame telling the story revealing the intrigue offering the prize nailing the hookpoint getting a decision one truly great pitch can improve your career make you a lot of money and even change your life success is dependent on the method you use not how hard you try better method more money klaff says much better method much more money klaff is the best in the business because his method is much better than anyone else's and now it's yours apply the tactics and strategies outlined in pitch anything to engage and persuade your audience and you'll have more funding and support than you ever thought possible available in a variety of formats it is aimed for those who want to capture the gist of the book but don't have the current time to devour all 240 pages you get the main summary along with all of the benefits and lessons the actual book has to offer this summary is not intended to be used without reference to the original book

this book will change the way you think about persuasion and have you closing deals in no time these days it's just not enough to make a great pitch over decades of being marketed pitched sold and lied to we've grown resistant to sales persuasion the moment we feel pressured to buy we pull away and if we're told what to think our defences go up that's why oren klaff bestselling author of pitch anything has devised a new approach to persuasion based on a simple insight everyone trusts their own ideas instead of pushing your idea on your buyer guide them to discover it on their own and they will get excited about it they'll buy in and feel good about the chance to work with you in flip the script klaff breaks down this insight into a series of actionable steps you will learn how to achieve status alignment use a status tip off a strategically placed remark that identifies you as an insider who can relate to your client's concerns close the certainty gap allay your buyer's fears about going into business with you by delivering a flash roll proving your expertise in the domain present your idea as plain vanilla don't overhype your product as a first of its kind solution the more you emphasise the familiar reliable elements

of your product the easier you make it for your buyer to say yes packed with examples of the long shot often hilarious deals that klaff has pulled off over the years flip the script is the most entertaining informative masterclass in dealmaking you ll find anywhere it will transform your approach to pitching leaving you fully prepared to raise money seal deals and keep your cool in the toughest business situations

the best salespeople don t sell products they sell themselves a traditional sales approach means making hundreds of calls while desperately hanging on to a sliver of hope that one or two people might respond favorably to the call purchase this in depth summary to learn more

según oren klaff crear y presentar un gran lanzamiento no es un arte es una ciencia sencilla aplicando los últimos hallazgos en el campo de la neuroeconomía que centra sus esfuerzos en conocer el funcionamiento del cerebro humano y compartiendo historias reveladoras de su método en acci n klaff describe de qué manera el cerebro toma decisiones si conocemos esta informaci n es posible mantener el control total de cada etapa del proceso de nuestro lanzamiento y con ello conseguir que este sea el ganador en cualquier situaci n comercial en pitch anything podemos conocer c mo usar los últimos conocimientos sobre el comportamiento humano para conseguir generar más ventas en sentido amplio incluyendo operaciones comerciales venta de proyectos a inversores o incluso las negociaciones por un salario mejor el método de oren klaff se conoce con el acr nimo strong setting configurando tu marco de referencia telling contar tu historia revelando la intriga ofreciendo el premio nailing estableciendo un gancho getting tomando una decisi n

whether youre selling ideas to investors pitching a client for new business or even negotiating for a higher salary this unique and practical book will transform the way you position your ideas

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