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An Innovative
Method For
Presenting
Persuading And
Winning The
Deal

**Pitch
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The Deal**

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could ensue your

close friends listings.

This is just one of the solutions for you to be successful. As

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does not recommend

that you have

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Comprehending as
without difficulty as
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than additional will
have enough money
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can be taken as
capably as picked to
act.

"Pitch Anything" by
Oren Klaff - BOOK
SUMMARY ?**Pitch
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By: Oren klaff? Oren
Klaff: Pitch Anything**

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Book Summary Pitch
Anything, by Oren
Klaff | Part 1: Set The
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Summary | Between
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*How To Pitch
Anything To Anyone
With Oren Klaff* **Pitch
Anything An
Innovative Method**

Klaff who is the
Director of Capital
Markets at
Intersection Capital
has written a gem of a
book on pitching.
“Pitch Anything” from
my point of view is a
must-have for novices

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and those seeking to improve their “pitching method.”.

Its’ subtitle, “An Innovative Method for Presenting, Persuading, and Winning The Deal,” describes perfectly what you will gain from this book.

Pitch Anything: An Innovative Method

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“Pitch Anything offers
a new method that will
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the rest of the pack.”

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Pitch Anything and put its principles to work.” —STEVEN

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BY OREN KLAFF. IF
YOU'RE THE FRONT
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WHO HAS TO PITCH
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Anything makes sure
you get the nod (or
wink) you deserve."
INVESTOR "Pitch

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eyes to what I had
been missing in my
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business
interactions."

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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,

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make you a lot of
money--and even
change your life.

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Oren Klaff. Cheat
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Rae. Chapter 1 The
Method. The three
basic parts of the
brain are shown in
Figure 1.1. First, the
history.

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My notes on Pitch
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book now from

Amazon. Chapter 1:
The Method. The

process using the
acronym STRONG:

Setting the frame;

Telling the story;

Revealing the

intrigue; Offering the

prize; Nailing the

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hookpoint; Getting a
decision; Chapter 2:
Frame

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The Method Here's
the "big idea" in 76
words: There is a
fundamental
disconnect between
the way we pitch
anything and the way

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it is received by our audience. As a result, at the crucial moment, when it is most important to be convincing, nine out of ten times we are not. Our most important messages have a surprisingly low chance of ...

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Klaff, Oren, Klaff,
Oren:

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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

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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

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pitch isn't an art—it's
a simple science.

Pitch Anything, An Innovative Method for Presenting ...

Pitch Anything Quotes
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“When you are
reacting to the other
person, that person
owns the frame.

When the other
person is reacting to

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what you do and say, you own the frame.”.

? Oren Klaff, Pitch Anything: An

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introduces a unique,
new method for
pitching ideas.

Through psychology,
neuroscience and
personal anecdotes,
Klaff explains the
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needed to
successfully pitch
anything to anyone.

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