



AUDIO SUMMARY

# PITCH ANYTHING

OREN KLAFF

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# Pitch Anything Oren Klaff

**Jill Konrath**



## **Pitch Anything Oren Klaff:**

**Summary Oren Klaff's Pitch Anything** Ant Hive Media,2016-09-23 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 [Oren Klaff's Pitch Anything](#) ,2016 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

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**Pitch Anything: An Innovative Method for Presenting, Persuading, and Winning the Deal** Oren Klaff, 2011-02-18 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

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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

The First Six Seconds Oren Klaff, 2019-08-27 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

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developers and entrepreneurs      *Follow the Feeling* Kai D. Wright, 2019-07-16 Elevate your brand create a compelling brand story and build brand loyalty In *Follow the Feeling* strategy advisor Kai D Wright answers a critical question plaguing entrepreneurs brand strategists marketers and leaders how do you grow your brand in a noisy world Analyzing 1 500 fast growing companies from Alibaba to Zara the Columbia University lecturer and Ogilvy global consulting partner unpacks five branding secrets Starting with behavioral economic principles and ending with a new systems based approach to brand building Wright offers readers one constant that trumps the hundreds of factors entangling brand value feelings *Follow the Feeling* will show you how to best build and position your brand so you can stand out from competitors build a tribe and engineer a positive feeling across five important branding territories lexicon audio cues visual stimuli experience and culture Sharing real world lessons and practical advice he has gained helping everyone from Sean Diddy Combs and Meghan Trainor to Bank of America and HP Wright can help you develop and implement shareable culturally infectious branding strategies Through storytelling global research and practical tips this valuable book will help you and your organization Efficiently create and deploy a comprehensive brand strategy across the organization Quickly launch new brands or reboot existing brands for growth Build tribes from audiences consumers clients and partners Lean into the convergence of communication culture digital and technology Regardless of industry or sector branding is essential for companies nonprofits and even individuals *Follow the Feeling Brand Building in a Noisy World* is a must have resource for anyone from C Suite executives to aspiring entrepreneurs seeking to unleash the full potential of their brand And in this world of ever increasing metrics paired with waning attentiveness it s not just what your brand does it s how your brand makes your customers feel      **Agile**

**Selling** Jill Konrath, 2015-07-07 Being an agile seller virtually guarantees a prosperous career When salespeople are promoted switch jobs or face new business conditions they need to learn lots of new information and skills quickly It s a daunting task compounded by the fact that they re under intense pressure to deliver immediate results What Jill Konrath calls agile selling is the ability to quickly learn all this new info and then leverage it for maximum impact Having an agile mindset one that keeps you going through challenging times is the crucial starting point You also need a rapid learning plan that helps you establish situational credibility with your targeted or existing customers in just thirty days In *Agile Selling* you ll discover numerous strategies to help you become an overnight sales expert slashing your path to proficiency Jill Konrath s fresh sales strategies provocative insights and practical advice help sellers win business with today s crazy busy prospects

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Ignite the flame of optimism with is motivational masterpiece, Fuel Your Spirit with **Pitch Anything Oren Klaff** . In a downloadable PDF format ( \*), this ebook is a beacon of encouragement. Download now and let the words propel you towards a brighter, more motivated tomorrow.

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## Pitch Anything Oren Klaff Introduction

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