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Jon Steel

Pitching To Win:

   Pitch to Win David Kean,2008 Winning new clients is the most competitive activity in business today and there are no prizes for coming second This text brings together the trade secrets for winning new clients and business and provides the practical methdods and strategies to ensure successful pitching   **Pitch to Win** Justin Cohen,2019-02-19 Whether you re looking for clients investors or employees you need to know how to pitch your products services and ideas in a way that is most likely to secure you the deal Justin Cohen s internationally acclaimed six step formula is designed to do just that Having taught and refined his Pitch To Win programme for five years and having helped win numerous multimillion dollar deals in that time Justin now shares his secrets for success in the Pitch To Win book In it he reveals The number one reason a winning pitch gets chosen over the competition The mindset of people who win the most pitches A step by step guide to creating and delivering a winning pitch script How to reduce nervousness and develop big pitch temperament How to win without being salesy How to win with integrity by living your purpose   *Pitching to Win* Bob Feller,2011-10-01   *Pitching to Win* Jeff Woodard,2011-02-28 After all the effort discussions meetings and late nights how many sales presentations do you or your team actually win Do you suffer from these common pitching problems Lack of process to qualify what to bid for and what not to bid for Presentations with too much detail Not seen as a real team Lack of differentiation no clear benefits understood by the audience No clear flow poor sequencing of ideas Not persuasive Poor time management audience loses focus and gets bored Whether you are making persuasive presentations to million dollar accounts or inside your company this book explores these common problems and more and offers succinct practical and proven advice to solve them This is a book on developing and delivering an effective pitch You are pitching when you are asking for a change in the audience You are pitching whether you are asking the boss for more headcount or delivering a multimillion dollar RFP response to a multinational account
   Pitching to Win Raymond L. Hicks,1973   **Pitching to Win** Mindy Barker,2018-10-05   *Pitching to Win* Hal Newhouser,1948   **Perfect Pitch** Jon Steel,2006-10-30 A professional pitching coach for one of the world s largest marketing conglomerates Jon Steel shares his secrets and explains how you can create presentations and pitches that win hearts minds and new business He identifies the dos and don ts and uses real world examples to prove his points If you make pitches for new business this is the perfect book for you   **Here's the Pitch** Martin Soorjoo,2012-03-12 Advice for every pitch situation a modern day entrepreneur will encounter Whether you re pitching for funding the media or to potential customers and partners to survive and succeed as an entrepreneur you have to know how to deliver a high impact pitch Here s the Pitch reveals powerful proven techniques to get your audience to take the action you want You ll learn the same strategies and tactics that have been used by entrepreneurs to raise millions of dollars secure partnerships and win big sales contracts Here s the Pitch provides advice for every possible pitch situation including virtual and Web 2 0 pitches This book Demonstrates proven effective pitch techniques Offers step by step advice for preparing your pitch Helps you develop a

confident winning mind set Examines a range of pitch scenarios entrepreneurs frequently encounter Don t lose out on your next big sale bid for exposure or investment proposal for lack of skills Here s the Pitch provides a complete toolkit that will enable you to deliver a confident engaging and successful pitch **Pitching to Win** Clare Adshead-Grant,2013 **Pitching to Win** P.R. Connection,1989 **Pitch** Danny Fontaine,2025-06-05 A fabulous book Rory Sutherland Seriously impressive Thomas Erikson author of Surrounded by Idiots An indispensable guide Graham Thomas former CEO and President of Saatchi Saatchi Pitching sucks The word alone conjures up dull PowerPoint decks pushy tactics and shouty emails But it doesn t have to be that way Danny Fontaine an expert in innovative pitching presents a game changing guide that transforms pitching into an exciting creative and enjoyable experience Drawing from his billion dollar pitching experience this book delves into the psychology of connection and storytelling mastery alongside practical methods for persuading any audience And it s all backed with anecdotes of some of the very best and worst pitches of all time These techniques work in any context from corporate boardrooms to classroom lectures to after dinner speeches proving that great pitching is all about creating experiences and evoking emotions Forget PowerPoint and discover how to captivate any audience win more deals and have fun doing it **The Pitching Bible** Paul Boross,2010 Every product started as an idea a thought in someone s mind Thousands or even millions of people had the same idea and one of those ideas became a reality Not because it was the best idea but because its creator had the courage and confidence to share it It wasn t necessarily the best idea It was the best pitched This book is called The Pitching Bible because it contains everything you need to know to develop your skills as an engaging and compelling presenter It won t teach you how to design computer slides because they are not the pitch You are the message You are the product You are the pitch By reading and taking to heart these principles you will be better at what you do If you read this book think that doesn t apply to me or I ve already tried that and do nothing then it won t work These seven secrets born out of the lectures that I have delivered all over the world are the distillation of my years of real life front line experience I ve discovered the hard way what works and after spending many years training and coaching people in developing the perfect pitch it s time for me to share these secrets with you This book will not make your ideas any better It probably won t make you have your ideas any sooner although with more confidence you might well find yourself pitching your ideas much sooner than you would have done This book will definitely help you to get your ideas across more effectively and because of that this book contains the Seven Secrets to your competitive advantage How to Win a Pitch Joey Asher,2008-11 This book covers the five principles such as focus the message on the business problem organise the message around three memorable points show passion involve your audience in the presentation rehearse rehearse rehearse *Pitching to Win* Mark Buls,1986 **The Art of the Pitch** Peter Coughter,2012-01-03 Occasionally a great idea will sell itself The other 99% of the time you have to find a way to persuade others that it is in fact a great idea Most executives spend the vast majority of their time creating their work and almost no time on the presentation Through an

engaging and humorous narrative Peter Coughter presents the tools he designed to help advertising and marketing professionals develop persuasive presentations that deliver business Readers will learn how to hone their individual natural presentation style how to organize a powerful presentation how to harness the elegant power of simplicity how to truly connect with an audience how to rehearse effectively and most importantly how to win **Guiding Lights** Eric Liu,2004-12-28 We all need people to help us find the way In this stirring new book acclaimed author and educator Eric Liu takes us on a quest for those guiding lights He shares invaluable lessons from people whose classrooms are boardrooms arenas concert halls theaters kitchens and places of worship and in the process he reveals a surprising path to purpose As he entered fatherhood and a phase of changing ambitions Eric Liu set out in search of great mentors He found much more He encountered people from all walks of life from all across the country with something powerful to pass on about how to change lives Among those Liu portrays in vivid and fascinating narratives are one of Hollywood s finest acting teachers who turns a middling young actress into a project for transformation an esteemed major league pitching coach haunted by the players he s let down a rising executive whose eye for untapped talent allows her to rescue a floundering employee a master clown whose workshop teaches a husband and wife team to revamp their relationship onstage and off a high school debate coach whose prot g e falters at the pinnacle and thus finds triumph and a gangland priest who has saved many and yet still must confront the limits of his power to heal In these pages are remarkable stories of apprenticeship of failure hope and discovery These are stories of men and women who learned to hear the sound of other people s voices and in so doing found their own way to a better and fuller life As Eric Liu reminds us these are our stories Lyrical and accessible Guiding Lights is a course to benefit any reader a superb work of narrative nonfiction and an exciting departure for its accomplished author This book will change how we live lead learn and love Pass it on *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

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