

The book was found

# Pitch Anything By Oren Klaff - Book Summary: An Innovative Method For Presenting, Persuading, And Winning The Deal

(book summary)

## PITCH ANYTHING

OREN KLAFF

(flash)books



## Synopsis

This is a book summary on: Pitch Anything: An Innovative Method for Presenting, Persuading, and Winning the Deal by Oren Klaff Original book description: 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 in 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.

## Book Information

Audible Audio Edition

Listening Length: 25 minutes

Program Type: Audiobook

Version: Unabridged

Publisher: FLASHBOOKS, LLC

Audible.com Release Date: December 22, 2015

Language: English

ASIN: B019NDWV9C

Best Sellers Rank: #75 in Books > Audible Audiobooks > Nonfiction > Study Aids #176

in Books > Audible Audiobooks > Business & Investing > Marketing & Sales #417 in Books >

Business & Money > Marketing & Sales > Sales & Selling

## Customer Reviews

Having read only the first 3 chapters of Pitch Anything I am already qualified to say that this summary is NOT a summary. It barely covers the first two chapters and does so without any evident insight into the essential points made. I can't imagine that the rest of the book doesn't offer anything worth commenting, but that's the impression one would be forced to draw from this absurdly minimalist survey. I've taught 7th graders that would have done a more comprehensive job as book report. Kindle expected me to take 30 minutes to read this...it took less than 4!

Very good book with some good insight, Oren illustrates the principles he is sharing with some good stories.

[Download to continue reading...](#)

Pitch Anything by Oren Klaff - Book Summary: An Innovative Method for Presenting, Persuading, and Winning the Deal Pitch Anything: An Innovative Method for Presenting, Persuading, and Winning the Deal The Private Equity Pitch: How to find, pitch and secure investors for your startup Summary - StrengthsFinder 2.0: By Tom Rath - A Chapter by Chapter Summary (StrengthsFinder 2.0: Summary - Paperback, Audiobook, Audible, Book) Perfect Pitch: The Art of Selling Ideas and Winning New Business Outwitting Cats: Tips, Tricks and Techniques for Persuading the Felines in Your Life That What YOU Want Is Also What THEY Want Cyberbullying: Deal with it and Ctrl Alt Delete it (Lorimer Deal With It) Deal Terms: The Finer Points of Venture Capital Deal Structures, Valuations, Term Sheets, Stock Options and Getting Deals Done (Inside the Minds) Gaming: Deal with it before it outplays you (Lorimer Deal With It) Drum Class Method, Vol 1: Effectively Presenting the Rudiments of Drumming and the Reading of Music Drum Class Method, Vol 2: Effectively Presenting the Rudiments of Drumming and the Reading of Music Summary of The Art of the Deal: in less than 30 minutes (Donald J. Trump, Donald Trump) Summary of The Art of the Deal: by Donald Trump | Includes Analysis Summary: The 10X Rule: The Only Difference Between Success and Failure by Grant Cardone: Book Summary Book Summary: Crossing the Chasm: 45 Minutes - Key Points Summary/Refresher Book Summary: The Big Short: 45 Minutes - Key Points Summary/Refresher Summary of The Inevitable: Understanding the 12 Technological Forces That Will Shape Our Future by Kevin Kelly | Book Summary Includes Analysis Summary and Analysis | The Like Switch: An Ex-FBI Agent's Guide to Influencing, Attracting, and Winning People Over Alfred's Group Piano for Adults Student Book 1 (Second Edition): An Innovative Method Enhanced With Audio and Midi Files for Practice and Performance (Alfred's Group Piano for Adults) Alfred's Basic Ukulele Method: The Most Popular Method for Learning How to Play (Book, CD & DVD) (Alfred's Basic Method)

