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By: Oren Klaff | Oren

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Klaff who is the

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Markets at

Intersection Capital

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has written a gem of a book on pitching.

“Pitch Anything” from my point of view is a must-have for novices and those seeking to improve their “pitching method.” Its subtitle, “An Innovative Method for Presenting, Persuading, and Winning the Deal,” describes perfectly

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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

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Hookpoint Getting a
Decision One truly
great pitch can
improve your career,
make you a lot of
money--and even
change your life.

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Presenting, Persuading, and Winning the Deal. By: Oren Klaff. Cheat Sheet by: Kerwin 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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words: There is a

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disconnect between
the way we pitch
anything and the way
it is received by our
audience. As a result,
at the crucial moment,
when it is most
important to be
convincing, nine out
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not. Our most
important messages
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Oren Klaff, Pitch Anything: An Innovative Method for Presenting, Persuading, and Winning the Deal. 3 likes.

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