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Pitch Anything. An Innovative Method for 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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When it comes to delivering a pitch, Oren Klaff has unparalleled credentials.

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Pitch Anything An Innovative Method for Presenting Persuading and Winning the Deal Book Summary : 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?"

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Pitch Anything introduces the exclusive STRONG method of pitching, which can be put to use immediately: One truly great pitch can improve your career, make you a lot of money—and even change your life. Success is dependent

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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 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 getting through.

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