

# PITCH ANYTHING AN INNOVATIVE METHOD FOR PRESENTING PERSUADING AND WINNING THE DEAL UNABRIDGED PDF

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Fri, 29 Jun 2018 01:03:00 GMT - Do not send anything up to the neocortex for problem solving unless you have a situation that is really unexpected and out of the ordinary. These are the basic operating policies and procedures of our brains. No wonder pitching is so difficult.

### **An Innovative Method for Presenting, Persuading, and ... -**

Sat, 30 Jun 2018 05:55:00 GMT - Persuading and Winning the Deal - Written by Oren Klaff You need to be able to sell in every profession regardless if you are a lawyer, accountant, doctor, dentist or microbiologist.

### **Book Summary: Pitch Anything An Innovative Method for ... -**

Mon, 10 Jul 2017 03:17:00 GMT - pitch to ask factual questions or request technical details when you're in mid-flow. This frame will kill your pitch, Klaff warns: "Once you give their neocortexes something to calculate, they will go cold."