

*An Innovative Method for*  
**PRESENTING, PERSUADING,**  
**AND WINNING THE DEAL**

# **PITCH ANYTHING**

**O R E N   K L A F F**

# Pitch Anything Oren Klaff

**Ant Hive Media**



## **Pitch Anything Oren Klaff:**

*Pitch Anything: An Innovative Method for Presenting, Persuading, and Winning the Deal* Oren Klaff, 2011-02-18 Gold Medal Winner Top 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 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 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 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

**Oren Klaff's Pitch Anything**, 2016 This is a Summary of Oren Klaff's Pitch Anything An Innovative Method for Presenting Persuading and Winning the Deal 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 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 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 Available in a variety of formats it is aimed for those who want to capture the gist of the book but don t have the current time to devour all 240 pages You get the main summary along with all of the benefits and lessons the actual book has to offer This summary is not intended to be used without reference to the original book

*Summary Oren Klaff's Pitch Anything* Ant Hive Media,2016-09-23 This is a Summary of Oren Klaff s Pitch Anything An Innovative Method for Presenting Persuading and Winning the Deal 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 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 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 Available in a variety of formats it is aimed for those who want to capture the gist of the book but don t have the current time to devour all 240 pages You get the main summary along with all of the benefits and lessons the actual book has to offer This summary is not intended to be used without reference to the original book

**SUMMARY: Pitch Anything: An Innovative Method for Presenting, Persuading and Winning the Deal: By Oren Klaff | The MW Summary Guide** The Mindset Warrior,2018-05-23 An Easy to Digest Summary Guide BONUS MATERIAL

AVAILABLE INSIDE The Mindset Warrior Summary Guides provides you with a unique summarized version of the core information contained in the full book and the essentials you need in order to fully comprehend and apply Maybe you've read the original book but would like a reminder of the information Maybe you haven't read the book but want a short summary to save time Maybe you'd just like a summarized version to refer to in the future In any case The Mindset Warrior Summary Guides can provide you with just that Lets get Started Download Your Book Today NOTE To Purchase the Pitch Anything full book which this is not simply type in the name of the book in the search bar of your bookstore **Summary of Oren Klaff's Pitch Anything** I. D. B. Books,2020-12-29 The best salespeople don't sell products they sell themselves A traditional sales approach means making hundreds of calls while desperately hanging on to a sliver of hope that one or two people might respond favorably to the call Purchase this in depth summary to learn more **Flip the Script** Oren Klaff,2019-08-13 THE BESTSELLING AUTHOR OF PITCH ANYTHING IS BACK TO FLIP YOUR ENTIRE APPROACH TO PERSUASION Is there anything worse than a high pressure salesperson pushing you to say yes then sign on the dotted line before you're ready If there's one lesson Oren Klaff has learned over decades of pitching presenting and closing long shot high stakes deals it's that people are sick of being marketed and sold to Most of all they hate being told what to think The more you push them the more they resist What people love however is coming up with a great idea on their own even if it's the idea you were guiding them to have all along Often the only way to get someone to sign is to make them feel like they're smarter than you That's why Oren is throwing out the old playbook on persuasion Instead he'll show you a new approach that works on this simple insight Everyone trusts their own ideas If rather than pushing your idea on your buyer you can guide them to discover it on their own they'll believe it trust it and get excited about it Then they'll buy in and feel good about the chance to work with you That might sound easier said than done but Oren has taught thousands of people how to do it with a series of simple steps that anyone can follow in any situation And as you'll see in this book Oren has been in a lot of different situations He'll show you how he got a billionaire to take him seriously how he got a venture capital firm to cough up capital and how he made a skeptical Swiss banker see him as an expert in banking He'll even show you how to become so compelling that buyers are even more attracted to you than to your product These days it's not enough to make a great pitch To get attention create trust and close the deal you need to flip the script [Summary of Pitch Anything - \[Review Keypoints and Take-aways\]](#) PenZen Summaries,2022-11-29 The summary of Pitch Anything An Innovative Method for Presenting Persuading and Winning the Deal presented here include a short review of the book at the start followed by quick overview of main points and a list of important take aways at the end of the summary The Summary of The book Pitch Anything from 2011 presents an original and innovative approach to the process of pitching ideas Klaff explains the strategies and approaches that are necessary to successfully pitch anything to anyone by drawing from the fields of psychology neuroscience and personal anecdotes Pitch Anything summary includes the key points and important takeaways from the book Pitch Anything by Oren

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**Pitch Anything**, 2018 **The First Six Seconds** Oren Klaff, 2019-08-27 This book will change the way you think about persuasion and have you closing deals in no time These days it s just not enough to make a great pitch Over decades of being marketed pitched sold and lied to we ve grown resistant to sales persuasion The moment we feel pressured to buy we pull away And if we re told what to think our defences go up That s why Oren Klaff bestselling author of Pitch Anything has devised a new approach to persuasion based on a simple insight everyone trusts their own ideas Instead of pushing your idea on your buyer guide them to discover it on their own and they will get excited about it They ll buy in and feel good about the chance to work with you In Flip the Script Klaff breaks down this insight into a series of actionable steps You will learn how to Achieve Status Alignment Use a status tip off a strategically placed remark that identifies you as an insider who can relate to your client s concerns Close the Certainty Gap Allay your buyer s fears about going into business with you by delivering a flash roll proving your expertise in the domain Present Your Idea as Plain Vanilla Don t overhype your product as a first of its kind solution The more you emphasise the familiar reliable elements of your product the easier you make it for your buyer to say yes Packed with examples of the long shot often hilarious deals that Klaff has pulled off over the years Flip the Script is the most entertaining informative masterclass in dealmaking you ll find anywhere It will transform your approach to pitching leaving you fully prepared to raise money seal deals and keep your cool in the toughest business situations

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throughout the book contains a brief showcase of using the Octalysis Framework to design a project experience from scratch After reading this book you ll have the knowledge and skills to enable the widespread adoption of good gamification and human focused design in all types of industries What you will learn Discover ways to use gamification techniques in real world situations Design fun engaging and rewarding experiences with Octalysis Understand what gamification means and how to categorize it Leverage the power of different Core Drives in your applications Explore how Left Brain and Right Brain Core Drives differ in motivation and design methodologies Examine the fascinating intricacies of White Hat and Black Hat Core Drives Who this book is for Anyone who wants to implement gamification principles and techniques into their products workplace and lifestyle will find this book useful *How Millionaires, Celebrities and CEOs Become Influential With the Art of Frame Control* By *JetSetFly* Josh King Madrid, 2023-12-01 What do Kanye West and Elon Musk have in common A frame is an instrument you use to package your power authority strength information and status Standing strong in your convictions can convince and influence others Frame control the power of how we frame our personal realities A frame is an instrument you use to package your power authority strength information and status Positioning your view as the one that counts takes practice You won t be able to convince anyone of your authority if you are not authentic Public Figures Likely Practice Frame Control Whether They Know It or Not In just a few short months after applying the concept of frame control in my life and business everything changed I started dating the girl of my dreams cleared my first 27 000 in one month and dropped out of college to go all in on my business We are hard wired to trust people who believe in themselves and when they are put on a world stage the effects of it can be almost bewildering Don t let the public s opinion redirect your frame If you start off defensive you ve lost the respect of your audience and by extension your influence This book is an eBook Version of a Rolling Stone article by Josh JetSet King Madrid BY JETSET Josh King Madrid American internet celebrity and businessman Josh King Madrid JetSet author of *The Art of Frame Control* JETSET Life Hacks is a neuromarketer NLP coach founder of NFTMagazine.com Read Josh s full executive profile here *Get Funded Now: Find Out How* Nalin Singh, 2017-12-22 The world is captivated by a startup frenzy yet ninety percent fail in the first few years Entrepreneurs start businesses in a daze of enthusiasm only to realize that running the business and scaling it requires the continuous lubricant of money The close knit investor world is brutal with its own code and language Entrepreneurs could spend years receiving encouragement smiles and handshakes but no cheques Nothing has trained or prepared them for this world where one misstep could prove fatal for the future of their business You could spend years wandering or pause and master this seemingly impossible task of raising timely finance The book demystifies the world of funding and provides actionable insights on how to prepare for it and engage with investors in a successful and timely manner Tips on everything from preparing oneself planning one s own business crafting materials for investors and engaging with investors for long term funding are covered in an easy and comprehensive manner in this book Give yourself and your business the best shot they deserve *Pitch Anything* Oren

Klaff,2011 Whether youre selling ideas to investors pitching a client for new business or even negotiating for a higher salary this unique and practical book will transform the way you position your ideas **Hustle** Neil Patel,Patrick Vlaskovits,Jonas Koffler,2016-09-13 A New York Times Los Angeles Times USA Today and IndieBound bestseller that Fortune says is a must read for any entrepreneur The dynamic game changing guide to finding success and fearlessly outsmarting the system Too often we feel like underdogs fighting a system that stacks the odds against us We work hard follow the rules and dream of a better life But these days working harder doesn t always lead to fulfillment In fact according to Gallup research nearly 90 percent of people feel disconnected from their jobs So how do you break free from the drudgery and achieve more success on your own terms You hustle The secret lies in making manageable tweaks and placing small bets on pursuits that propel you from who you are today to the person you re destined to become In Hustle Neil Patel Patrick Vlaskovits and Jonas Koffler three of the nation s top entrepreneurs and consultants have teamed up to teach you how to look at work and life through a new lens one based on discovering projects you enjoy and the people and opportunities that support your talents growth income and happiness The authors reveal their groundbreaking three part framework of Heart Head and Habits Along the way you will learn to redefine hustle as the optimal path to success using powerful often counterintuitive advice including Why you must own your dreams not rent dreams from others Ways to create your own luck and POP How to betray yourself to stay true to yourself and develop your potential The four major career hustles and the path that s best for you More than just an inspirational career guide Hustle aims to fundamentally transform the way you work and live and give yourself permission to thrive in today s uncertain world **Why Startups Fail** David Feinleib,2012-03-28 For the want to be entrepreneur thinking about taking the leap the boot strapped entrepreneur trying to energize a business three or four years in and the venture backed entrepreneur trying to scale Why Startups Fail shows you the key mistakes new ventures make and how to avoid them Nearly everyone has an idea for a product they could build or a company they could start But eight out of 10 new businesses fail within the first three years Even only one in ten venture backed startups succeeds and venture capitalists turn down some 99% of the business plans they see The odds appear to be stacked against you But entrepreneurs often make the same avoidable mistakes over and over Why Startups Fail can help you beat the odds and avoid the pitfalls and traps that lead to early startup death It s easy to point to successes like Apple Google and Facebook But the biggest lessons can come from failure What decisions were made and why What would the founders have done differently How did one company become a billion dollar success while another with a better product and in the same market fail Drawing on personal experience as well as the wisdom of the Silicon Valley startup community serial entrepreneur venture capitalist and blogger Dave Feinleib analyzes companies that have come and gone In short powerful chapters he reveals the keys to successful entrepreneurship Excellent product market fit passion superb execution the ability to pivot stellar team good funding and wise spending In Why Startups Fail you ll learn from the mistakes Feinleib has seen made over and over and find

out how to position your startup for success Why Startups Fail Shows venture backed startups and boot strappers alike how to succeed where others fail Is equally valuable for companies still on the drawing board as well as young firms taking their firststeps Takes you through the key decisions and pitfalls that caused startups to fail and what you can learn from their failures Covers the critical elements of entrepreneurial success **Do What Others Say Can't Be Done** Steven Feinberg,2022-05-29 The most influential leaders play what Dr Feinberg calls the Meta Game CONFRONTING UNCERTAINTY GREAT LEADERS ADAPT AND WIN NOT BY WILLPOWER ALONE BUT BY FIRST UNLOCKING THE HIDDEN GAME OF PATTERNS But How Leaders act as First Adapters to create the exceptional with tools to elevate your thinking accelerate your influence and create game changing conversations Insights from execs entrepreneurs neuroscientists spiritual teachers and founders including an Astronaut Apple CEO NFL Pro Consumer Hall of Fame winner VC s Ambassador Forbes millennial 30 under 30 Chief of Police Safest City in America Olympian Teacher of the Year and a Big Time Bookie Steven Feinberg creates a cornucopia of wisdom gathered from dozens who have achieved greatness He distills it into digestible actionable nuggets to propel the reader towards a life of success Jay Samit Advisor to Presidents Future Proofing You To be the Best in the world your brain must be set up to win Steven s approach shows you how Bo Eason NFL All Pro Broadway speaker There s No Plan B For Your A Game Steven breaks fresh ground his practical toolset creates more clarity certainty and is easy to apply Oren Klaff CEO author Pitch Anything and Flip Switch Steven is the perfect tour guide to lead you through the game of your life and be a winner Roger Love America s Number 1 Celebrity Voice Coach There is an art science magic to being a good leader Steven helps you conjure up the Merlin within Julie Hill CEO Board Member Glass Ceiling Award Amelia Earhart Award **Pitch anything** Oren Klaff,2020-04-20 Seg n Oren Klaff crear y presentar un gran lanzamiento no es un arte es una ciencia sencilla Aplicando los ltimos hallazgos en el campo de la neuroeconom a que centra sus esfuerzos en conocer el funcionamiento del cerebro humano y compartiendo historias reveladoras de su m todo en acci n Klaff describe de qu manera el cerebro toma decisiones Si conocemos esta informaci n es posible mantener el control total de cada etapa del proceso de nuestro lanzamiento y con ello conseguir que este sea el ganador en cualquier situaci n comercial En Pitch Anything podemos conocer c mo usar los ltimos conocimientos sobre el comportamiento humano para conseguir generar m s ventas en sentido amplio incluyendo operaciones comerciales venta de proyectos a inversores o incluso las negociaciones por un salario mejor El m todo de Oren Klaff se conoce con el acr nimo STRONG Setting Configurando tu marco de referencia Telling Contar tu historia Revelando la intriga Ofreciendo el premio Nailing Estableciendo un gancho Getting Tomando una decisi n **Exponential: Transform Your Brand by Empowering Instead of Interrupting** Jeff Rosenblum,2021-12-07 One of the world s top advertising executives shows how iconic brands win new customers and build armies of evangelists Great brands stand for more than just cool products and clever advertisements They inspire audiences They enrich communities They energize people They move people s lives forward

Most importantly great brands don't just interrupt they empower And that empowerment leads to exponential growth Over the past 20 years Jeff Rosenblum and his team at Questus have created content and campaigns for Apple Capital One Disney The NFL Samsung Starbucks Universal Wyndham Verizon and many more of the world's most iconic brands In Exponential he turns that wealth of experience into a comprehensive program for modern advertising and business strategy The book makes a passionate case that business leaders need to shift away from interruptions and superficial messages to focus on empowerment culture values leadership and transparency With engaging stories and revealing brand examples Exponential shows how brands can Produce exponential growth by shifting from interruptions to empowerment Create brand evangelists with content that informs and inspires Embrace transparency and culture to tell authentic brand stories Generate massive ROI throughout the purchase journey Exponential is about storytelling done right and the book practices what it preaches It's packed with colorful anecdotes from Rosenblum's own career and clear examples of brands that grew exponentially With a light touch it unpacks heavy insights from neuroscience market research and big data outlining what it takes for brands to truly be great and not merely say they are great

*Oren Klaff - Résumé de: PITCH ANYTHING* Edition EDITION  
LirePlus,2019-04-15 NOTE IMPORTANTE Ceci est un résumé et non l'original du livre Si vous voulez acheter le livre copier ce lien dans votre navigateur web <https://amzn.to/2v3D2ho> Un résumé lire absolument du livre de Oren Klaff PITCH ANYTHING Vous allez y découvrir la méthode d'Oren Klaff pour délivrer des pitches extrêmement efficaces qui permettent de convaincre tous les coups Que vous vendiez votre idée des investisseurs ou que vous cherchiez négocier un meilleur salaire la méthode décrite dans ce livre va changer la façon dont vous exprimez vos idées Le pitch n'est pas un art mais plutôt une science qui fait appel certaines lois et méthodes En vous appuyant sur la neuroscience vous parviendrez maîtriser toutes les tapes menant un pitch réussi Cette réussite ne dépend pas des efforts investis mais bien de la qualité de la méthode utilisée

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