

Pitching And Closing Everything You Need To Know About Business Development Partnerships And Making Deals That Matter

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Sales Pitch and Closing | Coursera Rather than focus on cost or features, your pitch needs to focus on the value you're going to create for the person you're pitching. Alright, now it's time to come down a bit from 30,000 feet and look at how to use this information in our pitch. 1. Know who you're pitching to (and tailor your pitch accordingly)

18 Pitching Essentials: How to Pitch an Idea to Investors ... Everything You Need To Know About Flipping And Pitching Compared to other freshwater species, bass have the most varied predatory instinct. From live bait to artificials ▢ you can catch a bass on just about anything, in just about every part of the country.

Everything You Need To Know About Flipping And Pitching Pitching and Closing reveals how to master the specific skills that people in BD at today's startups need to succeed, including forging relationships, pitching a company's product, building network, sourcing deals, dealing with rejection, and closing large deals.

Pitching and Closing by Alex Taub, Ellen DaSilva ... Get this from a library! Pitching & closing : everything you need to know about business development, partnerships, and making deals that matter. [Alexander Taub; Ellen DaSilva] -- Everything you need to build revenue-generating partnerships. Corporations have profited from strong business development strategies for years.

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PITCHING CLOSING: EVERYTHING YOU NEED TO KNOW ABOUT ... Pitching & closing : everything you need to know about business development, partnerships, and making deals that matter. [Alexander Taub; Ellen DaSilva] -- "Alex Taub and Ellen DaSilva have written the bible for business development in startup land--a well-researched, easily accessible accounting of best practices and tips of the trade from the people ...

Pitching & closing : everything you need to know about ... ▢You're always looking for pitching,▢ Baker said Monday. ▢I've always been told you can never have enough pitching.▢ ... All have closing experience. ... we're going to do everything ...

EVERYTHING YOU NEED TO BUILD REVENUE-GENERATING PARTNERSHIPS Corporations have profited from strong business development strategies for years. So it's no surprise that of the half-million new businesses created each year, the most successful ones are driven by business development. Now, savvy professionals on the business side of a startup have a reliable guide to perfecting the partnership strategies that will quickly add value to any company. Pitching & Closing gives you concrete action steps for mastering the specific skill set today's business-development professionals need to define their roles and meet revenue expectations. Written in practical terms by playmakers at Twitter and SocialRank, this A-to-Z guide walks you through forging relationships, pitching a company's product, building a network, sourcing deals, making rejection positive, and staying cool while closing large deals. Firsthand accounts from business development executives across many industries, from tech to television to finance, bring to life such topics as: How to consistently identify and land the best strategic alliances for your business Why people say "yes" and why they say "no" Etiquette for making introductions and reaching out to people in ways that elicit responses Monitoring core metrics to know where to invest your time In addition to implementable advice and techniques from the top minds in the industry, this complete resource features an entire section of best practices for every step of the partnering process. Make your moves with the confidence of having a team of experts at your back. The road from startup to IPO starts with Pitching & Closing. PRAISE FOR PITCHING & CLOSING "This book is a must-read for anyone in the business of transforming professional relationships into powerful strategic partnerships." -- Adam Bain, President of Global Revenue at Twitter "Pitching & Closing does a phenomenal job of giving you a seat in the room during some of the biggest business development deals of late. Anyone who reads this book will come away with a deep understanding of business development in the world of startups." -- Dylan Smith, CFO of Box "Pitching & Closing is the definitive guide to partnerships for the next generation of entrepreneurs and business leaders." -- Adam Braun, Founder and CEO of Pencils of Promise "An honest and insightful look at the delicate and complex handling of business development [that] guides readers on how to turn good ideas into great partnerships." -- Kyle Kelly, Business Development & Analysis at Zappos.com "Alex Taub and Ellen DaSilva have written the bible for business development in startup land--a well-researched, easily accessible accounting of best practices and tips of the trade from the people who are leaders in opening and closing deals that define some of the most exciting new companies on the landscape." -- Laurie Racine, Board Member, Creative Commons "I never thought I'd read a book that not only explains how nuanced business development can be, but also actually gives you what you need to take teams big and small to grow their business through partnerships. Impressive and fun to read." -- Paul Murphy, CEO of Dots and Partner at Betaworks

TV's most popular pitchman reveals the secrets of pitching to get what you want in virtually any situation. Anthony "Sully" Sullivan went from selling car washers in rainy Welsh street markets to selling to audiences of millions around the world as the face of OxiClean. How did he do it? Convincing people to give you what you want is an art form that takes charisma and confidence. But no great pitchman achieves success based on those qualities alone. The good ones make themselves great with practice and discipline, mastering a series of skills that Sullivan dubs the ten "Pitch Powers." These are essential techniques he's learned in more than twenty-five years "on the joint" (that's pitchman-speak for the area where you're selling). For the first time ever, Sullivan reveals the secrets behind his seemingly superhuman ability to persuade others--even if they start out regarding you with suspicion or even hostility. Do it right and you'll change minds, open doors, get opportunities, turn adversaries into allies, make more money, and gain the kind of confidence that makes other people want to know you. From the first Pitch Power ("Know Your Acceptable Outcomes") to the last ("Finish with Confidence")--with invaluable strategies along the way on using your flubs to get a laugh, how to deal with push-back, and more--Sullivan reveals that pitching is all about engaging a person face-to-face and eye-to-eye so they feel like you're speaking directly to them, even if there are fifty other people in the room. It's turning a crowd of strangers with their arms folded into a legion of fans ready to say "yes" enthusiastically to whatever you propose, what Anthony Sullivan calls fierce agreement. It's the power to get the job, get the girl (or guy), get the part, make money, get better service, advance your career--do just about anything you want to do.

Examines the relationship women have to the world of work and provides pragmatic advice and tips on how they can use their unique advantages to best effect and succeed in the workplace.

A powerful way to master every performance in your career and life, from presentations and sales pitches to interviews and tough conversations, drawing on the methods the author applied as a working actor and has honed over a decade of coaching salespeople, marketers, managers, and business owners.

This little book will teach you all you need to know about the most frustrating yet entertaining pitch in baseball: the knuckleball. "Clark masterfully breaks down the pitch, the mindset, and could save the pitch from extinction with this important work."▢Will Carroll.

Whether you work in Hollywood or not, the fact is that selling ideas is really difficult to do. The reason the pitching secrets of the most successful writers and directors are relevant is because these people have evolved an advanced method for selling ideas. Whether you're a screenwriter, a journalist with an idea for a story, an entrepreneur with a business plan, an inventor with a blueprint, or a manager with an innovative solution, if you want other people to invest their time, energy, and money in your idea, you face an uphill battle▢. When I was at MGM, the hardest part of my job was not cutthroat studio politics or grueling production schedules. The toughest part of my job was whenever I had to say ▢No▢ to an idea that was almost there. I had to say no a lot. Every buyer does. The buyer's work is to say yes to projects that are ready, not almost ready. And no matter how good the script is, if the seller can't pitch it in a compelling way, how can the buyer see the potential? How can he get his colleagues on board? How can he recommend the seller to his superiors? The fact is that poor pitches doom good projects. It happens all the time. The ideas, products and services that are pitched more effectively▢ win. That's just how the game is played. No sense getting upset over it. Instead, let's accept the challenge and learn the strategies and tactics that will allow us (and our ideas) to succeed. -From GOOD IN A ROOM Business consultant and former MGM Director of Creative Affairs Stephanie Palmer reveals the techniques used by Hollywood's top writers, producers, and directors to get financing for their projects - and explains how you can apply these techniques to be more successful in your own high-stakes meetings. Because, as Palmer has found, the strategies used to sell yourself and your ideas in Hollywood not only work in other businesses, they often work better. Whether you are a manager or executive with an innovative proposal, a professional with a hot concept, a salesperson selling to a potential client or investor, or an entrepreneur with a business plan, GOOD IN A ROOM shows you how to: Master the five stages of the face-to-face meeting Avoid the secret dealbreakers of the first ninety seconds Be confident in high-pressure situations Present yourself better and more effectively than you ever have before Whether you want to ask for a raise, grow your client list, launch a new business or find financing for a creative project, you must not only present your ideas in a compelling way - you must also sell yourself, as well. GOOD IN A ROOM shows you how to construct a winning presentation and deliver the kind of performance that will get your project greenlighted, whatever industry you are in.

A clinical psychologist and writer/producer share secrets to overcoming presentation anxiety and crafting the perfect ▢award-winning▢ pitch▢no matter what industry you work in! From impromptu elevator pitches to full-board presentations, sales and marketing professionals face an ▢audience▢ daily▢often with make-or-break consequences. No matter what business you're in, you can up your game substantially by incorporating elements of a classic Hollywood pitch: driving emotion, piquing curiosity, and ultimately winning over decision makers with top-notch persuasion and performance. Pitch Like Hollywood, clinical psychologist Peter Desberg and writer/producer Jeffrey Davis take you on an insiders▢ tour of the entire process, from defining the fundamentals to smart strategies for overcoming stage fright (pitch panic). They also include a step-by-step guide so that you can adapt the Hollywood Pitch for your next board meeting or sales call. With chapters that include Persuasion Boot Camp, The Pitch Panic Cycle, and Creating the Pitch II (The Sequel), you'll have a front-row seat in a master class on giving great performances for any audience, every time.

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.

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? 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 ▢ 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 artist's 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.

A professional ▢pitching coach▢ for one of the world's largest marketing conglomerates, Jon Steel shares his secrets and explains how you can create presentations and pitches that win hearts, minds, and new business. He identifies the dos and don'ts and uses real-world examples to prove his

points. If you make pitches for new business, this is the perfect book for you.

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