



DITCH **THE PITCH**

**THE ART OF
IMPROVISED
PERSUASION**

STEVE YASTROW

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Ditch The Pitch The Art Of Improvised Persuasion

Orver Ray Wilson



Ditch The Pitch The Art Of Improvised Persuasion:

Ditch the Pitch Steve Yastrow, 2014-01-14 Founder of business strategy consulting firm argues that customers are more persuaded by improvised conversations than scripted sales pitches Presents techniques and practices for six habits people can learn to enable spontaneous conversations that persuade customers to say yes

The Art of the Pitch Peter Coughter, 2012-01-03 Occasionally a great idea will sell itself The other 99% of the time you have to find a way to persuade others that it is in fact a great idea Most executives spend the vast majority of their time creating their work and almost no time on the presentation Through an engaging and humorous narrative Peter Coughter presents the tools he designed to help advertising and marketing professionals develop persuasive presentations that deliver business Readers will learn how to hone their individual natural presentation style how to organize a powerful presentation how to harness the elegant power of simplicity how to truly connect with an audience how to rehearse effectively and most importantly how to win Perfect Pitch

Jon Steel, 2006-10-30 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

Life's a Pitch Don Peppers, 1995 Learn How To Get Everything You Want And More In The Ultimate Book On The Not So Gentle Art Of Persuasion From Don Peppers Pitchman Extraordinaire And Author Of The One To One Future 46 000 Sold In business a pitch is a closed end winner take all contest It involves one prospective customer and two or more hopeful suppliers each struggling to defeat the others and win the account Sometimes the business is won on the basis of price but often especially where professional services are concerned the determining factor is intangible Who the client wants to know will fight hardest for me in court come up with the most inspired ad campaign bring my products to the most new markets In Life's A Pitch And Then You Buy Don Peppers shows us how to craft a pitch that is guaranteed to simultaneously win the confidence and business of prospective clients and defeat the competition Peppers's fail safe system teaches mastery of three levels of the pitch salesmanship psychology and game theory Peppers believes that the strongest pitches appeal to a person's emotional makeup and the very subtle extremely personal hot buttons that make each of us into feeling and thinking creatures Peppers shows how you can design pitches that capture your clients hearts and throw your competition off balance at the same time In fast paced prose Peppers covers all the bases including overcoming objections seeing eye to eye with your prospects speaking the customer's language prospecting and follow up No matter what field you're in Peppers's lessons will help you master the art of persuasion

Resistance is Useless Geoffrey Burch, 2011-06-15 This book will show you how anyone can be persuaded to do anything Geoff Burch has written a book that will change almost everything you ever believed about business and selling Combining the quick wit of a stand up comedian with the serious thoughtfulness of a psychoanalyst he explains the value and power of persuasion a verbal martial art that if used correctly

will always give you the outcome you desire in your business dealings Resistance is Useless will show you how to Change anyone s opinion on any subject Transform a lynch mob into your most devout supporters Avoid wasting thousands of pounds on customer care while your accounts department is threatening to pulp your customer s fingers with a hammer Understand how a perfect product demonstration can get you hurled into the street by security Sell tanks to Genghis khan Readership General Business customer service and sales **The Art and Science of Business Persuasion** Geoff Burch,1996

Persuasion is a verbal martial art which used correctly will always give a desired outcome When applying persuasion to business the potential benefits are immense Customers all say yes staff is united behind a common goal success is finally within grasp With humor and irreverence business guru Geoff Burch tears apart all the accepted taboos and methods surrounding the use of persuasion in business He combines the quick wit of a stand up comedian with the serious thoughtfulness of a probing psychoanalyst to ensure his message gets through This book looks at how everything from sales and negotiation to customer care can be improved In short The Art and Science of Business Persuasion shows how anybody can be persuaded to do anything *Resistance is Useless* Geoff Burch,1995-07-13 This book will show you how anyone can be persuaded to do anything Geoff Burch has written a book that will change almost everything you ever believed about business and selling Combining the quick wit of a stand up comedian with the serious thoughtfulness of a psychoanalyst he explains the value and power of persuasion a verbal martial art that if used correctly will always give you the outcome you desire in your business dealings Resistance is Useless will show you how to Change anyone s opinion on any subject Transform a lynch mob into your most devout supporters Avoid wasting thousands of pounds on customer care while your accounts department is threatening to pulp your customer s fingers with a hammer Understand how a perfect product demonstration can get you hurled into the street by security Sell tanks to Genghis khan Readership General Business customer service and sales *How to Persuade People Who Don't Want to be Persuaded* Joel Bauer,Mark Levy,2004-06-17

The art of persuasion as taught by one of the world s most sought after speakers and pitchmen In this daring book Joel Bauer teaches you how to persuade by making your messages entertaining Learn the secrets behind The Fright Challenge The Transformation Mechanism and other persuasion tactics used by pitchmen carneys and conjurors to convince people to their way of thinking Along with coauthor Mark Levy Bauer has taken these ethical entertainment based techniques and has made them practical for everyday use capable of influencing one person or a thousand in business and in life Joel Bauer Los Angeles CA is an expert in performance based live marketing who The Wall Street Journal online referred to as undoubtedly the chairman of the board of corporate tradeshow rain making Mark Levy Chester NJ has written for the New York Times has authored or coauthored three books and is the founder of Levy Innovation a consulting firm that makes individuals and companies memorable The Art of Persuasion Juliet Erickson,2005-08-01 You may think you know what you want in life but having the idea the goal the means the business plan or the enthusiasm will only get you halfway there Whatever it is

that you want to make happen whether a new business community project or innovative idea the one crucial factor by which it will stand or fall is how well you can communicate it to others This invaluable book explains just why good communication is so critical and reveals the secrets of honing your skills to ensure your goal is realised From planning your initiative to making an effective pitch when the stakes are high international communication coach Juliet Erickson presents the best insights and techniques of persuasive communication that are essential to really make your great ideas happen [The Necessary Art of Persuasion](#) Harvard Business Review Press,2008-09-08 *The Necessary Art of Persuasion* Harvard Business Review Press,2008-09-08 **Persuasion** Dave Lakhani,2005-10-10 Praise for persuasion the art of getting what you want Dave has exposed the secrets of the most powerful persuaders in the world This book is a step by step guide to changing minds and deeply influencing people in person in print on the air or anyplace else you need to persuade This book makes persuasion so easy and predictable that it may be the most dangerous persuasion book ever written especially if it ends up in the hands of your competition Mike Litman CEO Connect To Success Inc and coauthor of Conversations with Millionaires Dave Lakhani tells you everything you ve just got to know about persuasion in this book It is written provocatively yet clearly And it is sure to open your mind while enriching your bank account I highly recommend it Fasten your seatbelt when you read it It takes you on a thrilling ride Jay Conrad Levinson The Father of Guerrilla Marketing and author of the Guerrilla Marketing series of books Dave Lakhani understands persuasion like few do and is able to break the process down so anyone can understand and use it I highly recommend this book to anyone who hopes to improve their ability to sell market advertise or negotiate Chet Holmes Fortune 500 superstrategist and author of the Mega Marketing Business Growth Masters and Guerrilla Marketing Meets Karate Master sales programs Man talk about persuasive Dave convinced me to read and review his book and I don t even like the guy Blaine Parker author of Million Dollar Mortgage Radio Too few books actually put into practice what they promote Dave Lakhani breaks the mold with this satisfying powerful read John Klymshyn author of Move the Sale Forward **Flip the Script** 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

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Pitch Perfect, 2018 During the pivotal moments of our lives results are often determined not only by our actions but also by our words Saying the right thing the right way can make the difference between sealing the deal or losing the account advancing your career or suffering a demotion In these moments it's important to be pitch perfect to use precisely the right tone to convey the right message to the right person at the right time In Pitch Perfect the renowned media coach Bill McGowan shows you how to craft just the right message Along the way McGowan lays out his Seven Principles of Persuasion which are as easy to learn implement and master as they are effective The right language both verbal and nonverbal can make you more confident persuasive and certain It can stir people to listen closely to your every word and to remember you long after you've left the room Communication Skills George Baisley, 2016-11-12 How To Master The Art Of Sales Pitches Pulling off the perfect sales pitch is an art worth learning Because knowing how to make a great sales pitch not only leads to better business it also helps you deal with other situations in life where you need the power and skill to influence someone's decision But the perfect sales pitch is not about walking away victorious leaving your opponent in the dust A client is not an opponent they are a partner But all too often you see that pushy salesman that approaches the sales pitch like a race that he or she needs to win This kind of approach will only hurt your success A great sales pitch requires subtlety patience and meticulous precision It's definitely not easy to master but that's good news If it was easy everyone would be doing it and you would have a lot more competitors to contend with Here's what you'll find in the book The Top Mistakes To Avoid In A Sales Pitch Getting Prepared To Make A Sales Pitch Turn Your Sales Pitch Into A Conversation Turn Your Product Into A Solution Speak Your Client's Language so much more When you download Communication Skills How To Master The Art Of Sales Pitches you will soon look forward to meeting new business partners and present your product to them Buy this book today Would you like to start today If you do just scroll up and hit the BUY button Enjoy The Art of Persuasion Orver Ray Wilson, 1985 **Successful Pitching For Business In A Week** Patrick Forsyth, 2013-02-22 The book focuses on the special nature of winning significant business in competitive markets in pitches involving several formal stages It will Review the essential processes of making complex sales and the role of core techniques of persuasion Show how to handle initial contacts and meetings and obtain a clear brief regarding customer/client needs Demonstrate the process of analysing client needs and putting clear and persuasive proposal documents in writing Sunday What is a pitch Monday Initial contact Tuesday Planning a powerful response Wednesday Putting proposals in writing Thursday Preparing a formal presentational

pitch Friday Making the presentation Saturday Follow up action and the power of persistence

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