

*The Art of Selling Ideas and Winning New Business*

# *Perfect* PITCH

**JON STEEL**

author of  
*Truth, Lies, and Advertising*

AN  
**ADWEEK**  
BOOK

# Perfect Pitch The Art Of Selling Ideas And Winning New Business

**J. Shockley**



## **Perfect Pitch The Art Of Selling Ideas And Winning New Business:**

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. **SUMMARY - Perfect Pitch: The Art Of Selling Ideas And Winning New Business By Jon Steel** Shortcut Edition, 2021-06-11 Our summary is short, simple and pragmatic. It allows you to have the essential ideas of a big book in less than 30 minutes. By reading this summary, you will discover the secrets of effective pitching. You will also discover that a good presentation conveys a strong message in a simple and lively way that in order to convince it is essential to be attentive to your audience and their needs, the winning combination of factual arguments, emotion and human contact, the right method to synthesize your ideas into a story that will make a lasting impression, the importance of teamwork and rigorous preparation. Business leaders, advertisers, politicians, job seekers, project leaders, advocates of an idea, many professionals are constantly trying to sell themselves or their initiatives. Unfortunately, many of these presentations are sorely lacking in quality, banal or clumsy, they do not inspire the public. Their major flaws: a lack of life, psychology and originality. To have an impact, a pitch must create a relationship with the audience, conveying a simple and meaningful message. Differentiate yourself in a relevant way and you'll be sure to grab attention. Buy now the summary of this book for the modest price of a cup of coffee. Perfect Pitch Jon Steel, 2009-09-22 This print pack contains *Perfect Pitch: the Art of Selling Ideas and Winning New Business*, *Truth Lies and Advertising*, *The Art of Account Planning*. **SUMMARY** Edition Shortcut (author), 1901 Advertising Account Planning Larry Kelley, Donald Jugenheimer, 2015-02-11 Concise yet comprehensive, this practical guide covers the critical role of the account planner in advertising. The new edition of *Advertising Account Planning* features several new topics as well as deeper content in existing areas based on feedback from students, instructors and practitioners. *The Public Relations Handbook* Alison Theaker, 2016-05-20 The *Public Relations Handbook* Fifth Edition provides an engaging overview and in-depth exploration of a dynamic and ever-evolving industry. The diverse chapters are united by a set of student-friendly features throughout, including clear chapter aims, analytical discussion questions and key further reading. Featuring wide-ranging contributions from key figures in the PR profession, the new edition presents a new chapter on public relations and activism alongside discussion of key critical themes in public relations research and exploratory case studies on public relations practices in relation to a variety of different institutions including The Bank of Scotland, Queen Margaret University, Diabetes UK, Continental Tyres and Action for Children. Split into four parts exploring key conceptual themes of the context of public relations, strategic public relations, stakeholder public relations and shaping the future, the book offers coverage of essential areas including public relations politics and the media, media relations in the social media age, using new technology effectively in public relations, public relations and engagement in the

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**Earth** J. Shockley, 2021-12-06 Issue 3 Scripture references Yes Thought provoking topics Yes Reflective exercises Yes Interviews Yes Appropriate audiences tweens teens and young adults J Shockley had the desire to explore ways of encouraging and inspiring his daughter and other kids her age to love God It began when he and his daughter were reading the book Fablehaven and praying together each evening Listening to her and a few of her friends talk and hearing how their little minds work he longed to have the Bible come alive for them in practical and meaningful ways The idea that transpired was to pull perspectives from a slew of knowledgeable and Godly men and hopefully spark an interest inside the young men and women that could carry over to their adult lives Hearing from some of those individuals and having them speak about life the Word of God conceptual illustrations and sharing theories and insights J believes that in pooling the combination of thoughts together it will do nothing short of knocking it out of the park From that point he set out to get answers to record the questions that kids have simple and complex about whatever pricked their interests and put them in front of individuals who were willing to share their hearts and minds with us The prayer is that you as the reader will love it Plans fail for lack of counsel but with many advisers they succeed Proverbs 15 22 How much better to get wisdom than gold to get insight rather than silver Proverbs 16 16      **How to do better creative work ebook** Steve Harrison, 2010-01-27 This is a complete guide to creating effective and award winning creative work Harrison reveals the dynamic that lies at the heart of all great work

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