



presents

A BETTER METHOD TO PRESENT & PERSUADE

1 Beware the Croc Brain: gatekeeper of the mind

Pitches are transmitted from the modern—and smart—part of the brain: the neocortex. But they are received by a part of the brain that is 5 million years older (and not as bright): the croc brain. The Croc brain is picky and a cognitive miser whose primary instinct is survival. It is going to ignore you if possible— and won't do a lot of work to hear about your idea.



The Croc Brain

2 Learn The **S T R O N G** Method

SET THE FRAME

Every meeting, pitch and presentation is a social encounter that is governed by frames. Frames are a point of view, a perspective—a position. Frames don't combine or mix. They collide. The strongest frame always wins.

TELL THE STORY

When people make decisions, they often lapse into an analytical mindset, which can be your greatest obstacle to closing a deal. You must grab your audience's attention with a provocative narrative to create intrigue and keep their attention.

REVEAL THE INTRIGUE

It's easy for your audience to get distracted in the middle of your pitch. Get and keep your audience's attention throughout by provocatively using the forces of tension, including risk, danger and uncertainty—as well as time constraint.

OFFER THE PRIZE

You must understand how to turn the tables in any arrangement so your target is chasing you to win your attention and respect.

NAIL THE HOOKPOINT

Most final decisions are made on emotion, not logic. You must lay the final groundwork to get your audience fully emotionally engaged in your idea.

GET THE DEAL

The last few minutes of a meeting are the most critical. Most of an act "needy" at this point. You must master the art of pulling away.

3 Understand **THE GRAND ARCHITECTURE**

The Grand Architecture allows you to:

HAVE OPTIONS WHEN IT'S TIME TO CLOSE THE DEAL: If you get to closing table with only one buyer, you will be afraid to lose the deal. You need options at all times.

ERADICATE NEEDINESS: No matter how good you are, if you have a big deal you're trying to close, where it's high stakes, you are going to have to act needy. By running a very good process, you'll be able to defend your price and your terms.

BE IN A PROCESS: When you are in the middle of a deal, things you are constantly changing. It's easy to lose sight of the right thing to do. But when you are running good process, you know your mission, your objectives, your goal. Use The Grand Architecture to stay the course.

4 OVERCOME THE **SIX** PITCHING FLAWS

- 1 TOO MUCH TALK
- 2 TOO VAGUE/FUZZY
- 3 YOU SEEM NEEDY
- 4 GOING TOO SLOW
- 5 TOO SIMILAR TO OTHER PITCHES
- 6 NO FRAME TO PROVIDE CONTEXT

5 LEARN TO USE FRAME CONTROL

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Pitch Anything Mceigl

Yan Bai



Pitch Anything Mceigl:

Whispering the Strategies of Language: An Psychological Journey through **Pitch Anything Mceigl**

In a digitally-driven world where displays reign great and quick interaction drowns out the subtleties of language, the profound strategies and mental nuances concealed within phrases usually go unheard. Yet, situated within the pages of **Pitch Anything Mceigl** a charming fictional value pulsing with raw thoughts, lies an exceptional quest waiting to be undertaken. Penned by a skilled wordsmith, this wonderful opus invites viewers on an introspective journey, lightly unraveling the veiled truths and profound impact resonating within the very material of each word. Within the mental depths of this touching evaluation, we will embark upon a heartfelt exploration of the book is key subjects, dissect its interesting publishing type, and yield to the strong resonance it evokes deep within the recesses of readers hearts.

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Table of Contents Pitch Anything Mceigl

1. Understanding the eBook Pitch Anything Mceigl
 - The Rise of Digital Reading Pitch Anything Mceigl
 - Advantages of eBooks Over Traditional Books
2. Identifying Pitch Anything Mceigl
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Pitch Anything Mceigl
 - User-Friendly Interface
4. Exploring eBook Recommendations from Pitch Anything Mceigl
 - Personalized Recommendations

- Pitch Anything Mceigl User Reviews and Ratings
- Pitch Anything Mceigl and Bestseller Lists
- 5. Accessing Pitch Anything Mceigl Free and Paid eBooks
 - Pitch Anything Mceigl Public Domain eBooks
 - Pitch Anything Mceigl eBook Subscription Services
 - Pitch Anything Mceigl Budget-Friendly Options
- 6. Navigating Pitch Anything Mceigl eBook Formats
 - ePub, PDF, MOBI, and More
 - Pitch Anything Mceigl Compatibility with Devices
 - Pitch Anything Mceigl Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Pitch Anything Mceigl
 - Highlighting and Note-Taking Pitch Anything Mceigl
 - Interactive Elements Pitch Anything Mceigl
- 8. Staying Engaged with Pitch Anything Mceigl
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Pitch Anything Mceigl
- 9. Balancing eBooks and Physical Books Pitch Anything Mceigl
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Pitch Anything Mceigl
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Pitch Anything Mceigl
 - Setting Reading Goals Pitch Anything Mceigl
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Pitch Anything Mceigl
 - Fact-Checking eBook Content of Pitch Anything Mceigl

- Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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