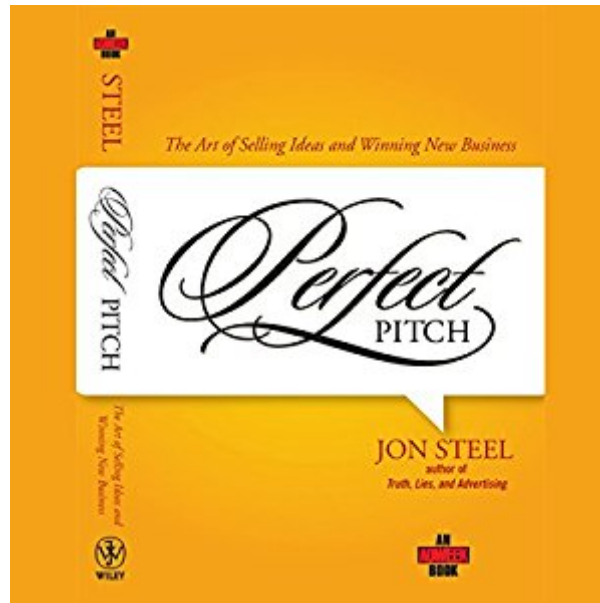


The book was found

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



## Synopsis

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.

## Book Information

Audible Audio Edition

Listening Length: 8 hours and 48 minutes

Program Type: Audiobook

Version: Unabridged

Publisher: Audible Studios

Audible.com Release Date: August 31, 2009

Language: English

ASIN: B002NGRUCU

Best Sellers Rank: #61 in Books > Audible Audiobooks > Business & Investing > Accounting  
#294 in Books > Business & Money > Skills > Running Meetings & Presentations #465 in Books  
> Business & Money > Marketing & Sales > Advertising

## Customer Reviews

I have to disagree with the previous review. Perfect Pitch is a powerful call to arms to the lost art of presentation writing and, more importantly, making compelling arguments. It made me realize some bad habits I've fallen into which need correcting and the need to take back control from technology. I think the most powerful point in the book is the need to build the two minute argument for any presentation before you fire up PowerPoint.

Jon Steel is a rare breed of truly smart, creative thinkers. Though originally from an advertising background, The Perfect Pitch is by no means simply an "advertising book." It is a book about ideas and how to sell them, regardless of your business. Jon believes that in business we all too often hide behind boring Powerpoint slides as it is easier to simply read from a slide than it is to step out and actually engage with your audience. He believes in finding an active insight from which to base the strategy and thinking and from there, developing an engaging and motivating story. Essentially in a pitch situation you have a limited period of time to connect with your audience and involve them in the story you are telling. It's not about animated slides or embedded video links. William Goldman,

the scriptwriter, has a very similar premise in *Adventures In the Screen Trade*. He too talks about the critical importance of the pitch (in his case, pitches for movies) Goldman highlights the importance of finding the hook that captivates and motivates your audience. Having had the pleasure of working with Jon, in fact on one of the pitches that he references in the book, it is fair to say that he practises what he preaches. The advice he gives is refreshingly free from jargon and rooted in simple common-sense that sometimes we can forget. This book is an essential tool for anyone who is ever in pitch situations with their clients.

It would be easy to dismiss (or embrace) Jon Steel's book as a tirade against powerpoint. To say that at worst it's nothing more than a tirade against the poor use of a presentation tool (actual clip art died around the same time as the Queen Mother didn't it?) and that at best that it's an intelligent attack on a tool that has changed the way that we think. Both arguments miss the point. Yes turning Winston Churchill's best speech into PowerPoint is the highlight of this book but it's one point amongst many. What this book seems to me to be about is creating the space, time and atmosphere needed to think. Whether that means taking a sledgehammer to your blackberry or your officemates to a baseball game the message remains the same - you win business when you have better ideas than other people; and you have better ideas than other people when you allow your subconscious to do some of the work. Yes the book occasionally meanders, but then so do the best brains. Yes it draws on personal experience, yes it works its way through some seemingly unconnected thoughts, returning to connect only some of them - but then isn't that the central argument in the book. It's the curious mind that wins the day. So whilst this isn't a bullet pointed, Donald Trump-esque WIN. AT. ALL. COSTS. BY. DOING. IT. THE. BILLIONAIRE. WAY. !!!!! kind of book it is a kinder, gentler, more human, more nuanced and ultimately more insightful peek behind the curtain of big business and what it takes to get the people with the big bucks to buy your ideas. Perfect Pitch may not be the book that thrusting young American execs may think that they need, it won't be on the shelves of any of the 'contenders' on *The Apprentice* - which is why so many of their ideas will be as predictable as their hairstyles. recommended

It's a hard book to pigeonhole, as you can tell from the other reviews. It's quite applicable to people in agency life, but it's by no means an ad-person's book. If your life involves coming up with creative ideas and convincing other people to buy into them, it's very worth your time. Yeah, there are some tangents, most are diversions to make a point. Every 10-15 pages I tagged things I want to return to later to put to use. Lots of good thought-starters about what to do (and perhaps more importantly

what to leave out) to get people excited about your ideas.

Jon Steel did us all a great favor. A great favor to business people. A great favor to presenters and those who must sit through those presentations. This book makes you realize things you wouldn't think about when preparing for a presentation. It helps you understand that everything you say during a presentation must reflect what your big idea is. It would make us approach presentations differently. Presentations are conversations. Hey, we are presenting to real people! Let's treat them as such... It is clear that the goal of this book is to make us all better idea-sellers, not only in the field of advertising. Jon Steel writes some great "to-do" lists, suggesting the best ways to approach certain situations. However, those "to-do" lists are backed up with personal experiences that make this book much more enjoyable and easy to read. From the mentioning of Bill Clinton's presidential campaign, OJ Simpson's trial and "The Perfect Pitch" - London 2012 Olympic bid presentation - this book shows that good presentations not only win new businesses...

[Download to continue reading...](#)

Perfect Pitch: The Art of Selling Ideas and Winning New Business  
The Private Equity Pitch: How to find, pitch and secure investors for your startup  
Selling on eBay: 44 Killer Profitable Items To Sell on eBay From Garage Sales, Thrift Stores, Flea Markets and More! (selling on ebay, ebay, ebay selling, ... ebay marketing, ebay selling made easy,)  
Pitch Anything: An Innovative Method for Presenting, Persuading, and Winning the Deal  
Pitch Anything by Oren Klaff - Book Summary: An Innovative Method for Presenting, Persuading, and Winning the Deal  
Business Plan: Business Tips How to Start Your Own Business, Make Business Plan and Manage Money (business tools, business concepts, financial freedom, ... making money, business planning Book 1)  
Get Backed: Craft Your Story, Build the Perfect Pitch Deck, and Launch the Venture of Your Dreams  
Pitch Perfect: How to Say It Right the First Time, Every Time  
The Art of the Pitch: Persuasion and Presentation Skills that Win Business  
BUSINESS IDEAS FOR THE BROKE GUY: 2 Business Ideas to Follow for New Entrepreneur Who Doesn't Have Any Capital  
eBay: Find All You Need To Sell on eBay and Build a Profitable Business From Scratch, Step-By-Step (eBay, eBay Selling, eBay Business, Dropshipping, eBay Buying, Selling on eBay)  
Jewelry Making & Etsy Business Box Set: Jewelry Making Instructions and Useful Tips to Guide You Through How to Start Your Etsy Business (Jewelry Making ... Selling Etsy, Esty Selling Success)  
The Effective Online Business: Two Online Business Ideas for Beginners...  
Garage Sale Online Selling & Information Product Marketing (Bundle)  
Perfect Phrases for the Perfect Interview: Hundreds of Ready-to-Use Phrases That Succinctly Demonstrate Your Skills, Your Experience and Your Value in Any Interview

Situation (Perfect Phrases Series) Making Money at Home: Methods to Make Money with Drawing Portraits: How I Made More than \$50,000 Selling Art Online and Offline (Ways to Make Money with Art, Selling Drawings) Photography Business Box Set: Master the Art of Wedding Photography and Start Your Own Business (business photography, business photography, starting photography business) Thrift Store: How to Earn \$3000+ Every Month Selling Easy to Find Items From Thrift Stores, Garage Sales, and Flea Markets ( FBA - Selling on Ebay ... Online - Etsy Business - Work From Home) Etsy: Ultimate Etsy Strategies For Selling Crafts Online (Etsy, Etsy SEO, Etsy business for beginners, Etsy selling Book 1) eBay: The Ultimate Step-By-Step Beginners Guide to Sell on eBay and Build a Successful Business Empire From Scratch (eBay, eBay Selling, eBay Business, Dropshipping, eBay Buying, Online Business) Etsy: Etsy Business: 50 Beginner Success Tips to Make Money Online with Etsy: Launching, SEO, Marketing, Selling, Pricing, and More! (Etsy SEO, Ebay, Making ... Etsy businesses, Etsy Beginner Ideas)

[Dmca](#)