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Klaff who is the Director of
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from my point of view is a must-have for novices and those seeking to improve their “pitching method.”. Its’ subtitle, “An Innovative Method for Presenting, Persuading, and Winning the Deal,” describes

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Method. The three basic
parts of the brain are shown
in Figure 1.1. First, the
history.

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the acronym STRONG: Setting
the frame; Telling the
story; Revealing the
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received by our audience. As a result, at the crucial moment, when it is most important to be convincing, nine out of ten times we are not. Our most important messages have a surprisingly low chance of ...

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Anything will transform the way you position your ideas. According to Klaff, creating and presenting a great pitch isn't an art—it's a simple science.

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