

Pitch Yourself

From the author of Moon Spells comes a beginner’s book about the moon’s energy and how you can harness that lunar power in your everyday life. From new moons and eclipses to blue moons and the super moon, there are ample opportunities for the moon to influence our emotions and thoughts. Many believe our emotional potency is heightened during a super moon, while a new moon can bring change and new perspectives. Knowing when and how to use that power is key. In Moon Magic, you’ll learn how the lunar phases influence our emotions and well-being differently and how to harness that power for healing, emotional strength, and physical and mental wellness. Third-generation intuitive Diane Ahlquist helps guide those new to the power of the moon through lunar runes and simple exercises, such as intention setting and moon meditation to help you capitalize on the moon’s inherent power and channel the moon’s energy whenever you need it most.

* 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 that : mastering the art of storytelling is essential in the business world; when writing a pitch, you have to introduce yourself, explain the need you are responding to and what makes your company unique and attractive; a good pitch requires: clarity, conciseness, accessibility, concrete and relevant aspect, ability to create emotions and link with the audience; to be effective, you have to prepare your pitch thoroughly and refine it by practicing over and over again. In today’s world, storytelling plays an important role, whatever the sector. Given the multitude of products, services, content or professionals, it is necessary to have a strong identity and an original story in order to differentiate oneself. The latter is what makes it possible to interest and attract potential customers. However, succeeding in presenting one’s company with a good pitch is a challenge for entrepreneurs. “One Perfect Pitch” offers to help them by detailing the structure and major attributes of a pitch, as well as tips for preparation. *Buy now the summary of this book for the modest price of a cup of coffee!

An easy-to-follow, nine-step process for how to land your dream job and cut through the noise of job-searching in the 21st century. Banging your head against the wall about the job search? Wondering why nobody’s even bothering to send you a rejection letter (much less an interview request)? You are not alone. This process is a beast, but there’s good news: #EntryLevelBoss is the book for you. This is an easy-to-follow roadmap for transforming yourself from frustrated job seeker into hired, happy, productive human. One part behind-the-scenes memoir, one part playbook. #EntryLevelBoss lays out career coach Alexa Shoen’s proven 9-step methodology for approaching the job search during these crazy times we’re living through. Think of it like a fitness plan—except instead of killer abs, you wind up with multiple interviews for a bunch of jobs you actually want. Cool, right? This is not another manifesto about finding your passion. (I mean, yes, let’s find your passion, sure, but the rent is also due and I would assume you’re interested in getting paid.) This is a real plan that’s based on the real rules of the game. You’ll learn how to effectively identify your future hiring manager, for example, and slide into their DMs in the least creepy way possible. Alexa Shoen is the internet’s leading confidant for panicking job seekers. She has guided thousands of people into full-time employment using these exact steps. Even if you’re convinced you’re the least hireable person on the planet, Alexa’s got you covered.

The New Rules of Work

BitCh, Pitch, and Get Rich

How to Sell Yourself for Today's Job Market

How to Get Any Job You Want

Get Ahead with Your Personal Elevator Pitch

SUMMARY - One Perfect Pitch: How To Sell Your Idea, Your Product, Your Business Or Yourself By Marie Perrechet

Learn how to communicate through a memorable and passionate pitch that will make you and your story a winner. A terrific book for anyone interested in how showbiz works.

The pitch is the absolute essence of modern business. Ideas are the most valuable commodity in the modern economy and it is human skill which develops them. Whether at a sales conference in corporate conference room hell or over lunch at a glamorous restaurant, this title tells you how to handle human transactions.

International marketing expert David Andrusia shares his essential tips and tricks for pitching yourself in today's hyper-competitive job market. Whether it's finding a new job, holding on to current employment, or nailing down a new promotion, the key is learning how to effectively sell or "pitch" oneself to others. In this insightful and entertaining handbook, Andrusia explains how to succeed in today's competitive and constantly shifting job market by perfecting the tailored pitch, the personal pitch, the power pitch, and the team pitch.

Pitch Yourself 1/e: Stand Out From The Cv Crowd With A Personal Elevator Pitch

(Success at the Tip of Your Tongue)

How to Sell what You've Got to Offer in a CV and at Interview

Outing

Just Give Me Your Last Name

Start Your Own Business 2013

2020 Arthur Ellis Award, Best YA Crime Book 2020 ITW Thriller Award, Best Young Adult Novel "Breathhtakingly chilling...eerie and wholly immersive...A tightly plotted mystery." Kirkus Reviews starred review *It's been a year since the Catalog Killer terrorized the sleepy seaside town of Camera Cove, killing four people before disappearing without a trace. Like everyone else in town, eighteen-year-old Mac Bell is trying to put that horrible summer behind him—easier said than done since Mac's best friend Connor was the murderer's final victim. But when he finds a cryptic message from Connor, he's drawn back into the search for the killer—who might not have been a random drifter after all. Now nobody—friends, neighbors, or even the sexy stranger with his own connection to the case—is beyond suspicion. Sensing that someone is following his every move, Mac struggles to come to terms with his true feelings towards Connor while scrambling to uncover the truth.*

Before you can start winning the battle of words, Before you can sell an idea, Before you can convince someone to accept your point of view, you have to develop confidence and assurance in your own ability. How many times have you been in the middle of a conversation and realized you've forgotten the original point—or said to yourself, "Why did I start this?" Once you work on your speaking voice, increased your vocabulary, and improved your memory, you will be eager to enter and win in the verbal arena. Take a deep breath, relax, and take the time to listen as well as talk. That is the real essence of a "Gift of Gab," and with that you can sell anything including the most important asset you have: YOURSELF! Lee Paul left the oil fields as a *Petroleum Engineer and found success in Hollywood where he made over one hundred appearances "on camera" and built a solid reputation as a character actor. Having found personal worth and fulfillment he now offers his winning strategies to help anyone with the desire to succeed find the principles that sell ideas that lead to their own success. Don't let the fear of failure prevent you from enjoying the joys of discovery, the challenge of curiosity, and the thrill of self-improvement. If you have trouble expressing yourself, can't remember things, feel afraid to speak up, dislike the sound of your voice, or find life just plain boring, BitCh, Pitch and Get Rich has the answers you need. The tools to inform, persuade, entertain an audience of any size, and to ultimately win more business.From informal luncheons to formal meetings before selection committees, more than one million business presentations are given in the United States every working day. Unfortunately, very few efforts succeed, primarily because the professionals making them don't place a premium on the real power of the presentation: the pitch that will win the business. Instead, they get hung up on writing proposals or creating PowerPoint slides.The ability to powerfully present oneself can be many times more valuable than technical knowledge and experience, according to training expert Gary Hankins. For the first time, he has outlined his proprietary formula that will virtually guarantee success for sales, marketing, advertising, and public relations professionals and executives at all levels.The Power of the Pitchshows readers how to incorporate into their own presentations the same techniques and strategies Hankins and his team use to coach thousands of professionals in a variety of industries. Examples include:Vital steps to be taken before and after every presentation How to get prospects to like the presenter within the critical first 30 seconds of a presentation A powerful way to organize the content of any presentation Ways to grab an audience, keep their attention, and leave them wanting more Tips on effectively using technology, such as Web conferencing, videoconferencing, and teleconferencingUnlike most communication books,The Power of the Pitchprovides a comprehensive, time-tested formula for successful presentations that can be followed from the moment the appointment is made until the prospect says ""yes."" Also included is a list of books, newsletters, Web sites, and downloads that will aid in creating increasingly more successful pitches.*

The egoist
Your Complete Guide to Harnessing the Mystical Energy of the Moon
The Most Effective CV You'll Ever Write. The Best Interview You'll Ever Give. Secure the Job You Really Want
Move Ahead with Your Personal Elevator Pitch

Jodi Glickman on Pitching Yourself

The Inventor's Bible

The traditional CV is dead. Discover how to write your CV in the new way – the way that careers advisors, leading recruiters and business schools say works. Learn how to sell yourself instead of documenting your career history. Give yourself the ultimate jobsearch advantage – learn how to Pitch Yourself.Pitch Yourself shows you how to:--Answer the employer's most important question 'What do you offer us?'-Differentiate yourself at every step of the recruitment process, including the application stage, in order to get you short listed.-Prioritise who you are and how you work – these are the qualities you are employed for.-Prove you are the best person for the job by showcasing your benefit to your next employer.-Move your focus from your past to your future performance, and from your perspective to your employer's perspective, enabling you to speak their language.-Get the job you really want. This revolution in the way we sell ourselves in CV and at interview is based on the Elevator Pitch concept and has now been endorsed and recommended by over 40 of the world's leading business schools and universities, from Kellogg to Columbia in the US, from Insead to London Business School in Europe and from Otago to Sydney in Asia-Pacific. The Elevator Pitch prioritises who you are and how you work, the qualities that you are employed for, rather than what you did and where you worked, your past, which is the emphasis of a traditional CV. The Elevator Pitch shifts the focus from your perspective to the employer's perspective and from the past to the future. It's a way of presenting yourself that makes more sense to the employer, and allows you to sell yourself more effectively. It's a way of writing a CV and preparing for interview that will vastly increase your chances of getting the job.

Employers now are focused very much on competencies as a way of deciding who to employ. This is the book that shows you have to bring your competencies to the forefront. In a time when there are far more graduates than top class graduate jobs, standing out from the crowd is vital. This is the book to show you how. This edition incorporates feedback from the authors' global seminar and lecture program, meetings with careers advisors at these institutions as well as helping hundreds of people create their job winning CVs.

*What's YOUR story? In the hypercompetitive world of Silicon Valley, this question has replaced “What’s your pitch?” It’s another way of asking, “Who are you?” The art of the pitch is nothing short of a survival skill. If an entrepreneur can't convince an investor in 10 minutes that a business idea has potential, that is often the end of it. If a project manager in a large enterprise can't win support from other stakeholders, his or her project is at risk. You always need to be selling yourself, pitching your partners or your clients to work with you, or pitching what makes your new business an exciting and worthwhile investment. You may not realize it right now, but you do have a one-of-a-kind story to tell, one that makes you stand out from everyone else—a unique tale that makes you, your product, or your business unforgettable. In *One Perfect Pitch*, Marie Perrechet will help you discover it, hone it, and present it, so that you get buy-in from colleagues and potential investors. Learn:
• How to mine the worst experiences of your life for your pitch
• How to tell me, show me, and sign me up in one minute
• How to make a good impression through any medium
• The dos and don'ts of pitching etiquette—and how to correct common mistakes
• The unspoken rules in Silicon Valley
A former mentor at 500 Startups, where she was a pitching coach to world-changing companies at one of the largest incubators in the U.S., Perrechet shares her proven methodology, insider advice, and hands-on exercises. She provides a step-by-step framework that ensures you are pitch perfect whenever you need to sell an idea, a product, a business—or yourself. Marie Perrechet is the founder of One Perfect Pitch, a San Francisco-based consulting firm. Drawing on her experience as a BBC journalist and news correspondent, she works with business executives to shape their stories and deliver effective pitches. As a former mentor at 500 Startups, the largest accelerator program in the U.S., she helped prepare startup founders and entrepreneurs for Demo Day, when they pitch venture capital funds and angel investors. Her clients include multinationals, tech incubators and accelerators, startup founders and entrepreneurs, and portfolio companies. Perrechet has advised C-level executives from around the world and has been featured in the Wall Street Journal, Marie Claire, and Le Monde.*

"Your personal statement tells the story of you," not just a story about you." Selling yourself well and pitching your application through an informative essay is a challenge that could mean the difference between getting an interview and having your application put aside. This book is crafted to deliver evidence based advice on formulating your personal statement through the fictional story of an applicant named Sarah who meets a retired PA professor and learns through trial and revision how to tell her story and pitch herself. Admission committee readers want to get a sense of your personality, motivation, and fit when you apply to PA school and every essay has the potential to shine a light on who you are.

Pitch Close Upsell Repeat

The Physician Assistant School Application Essay

The Perfect Pitch

Moon Magic

Keep This to Yourself

Works

In this book: Brought to you by the UK’s leading small business website Startups.co.uk.* Need a hand to get your business up and running? If you’re looking for a practical guide to help you start a business. Start Your Own Business 2013.is the book for you. Covering each stage of starting up - from evaluating your business idea to marketing your product or service - this annually updated handbook includes the latest information on support and legal regulations for small businesses, plus advice on taking advantage of today's economic conditions. Whether you're looking to start up a cleaning business, set up as a freelancer, go into property development or start an eBay venture, you'll uncover the expert advice you need to succeed. Inside you'll find practical pointers and first-hand business insight from successful start-ups and top entrepreneurs including easyjet's Stelios and Belfair's Andrew Black. Find out how to: Turn an idea into a viable business Write an effective business plan Raise finance for your start-up Deal with regulations and laws Price products or services competitively Find and retain customers Market your business on a budget Hire the best employees . Other books in the Startups.co.uk series: Books on the following subjects are available from the Startups.co.uk series: Startups: Online Business, Startups: Bright Marketing, Startups: How to Start a Successful Business.

This insightful & entertaining book will take you to the top. Here's what to say to make them shout Yes!o This no-holds-barred guide to getting ahead is useful & fun to read. It covers: The Tailored Pitch -- responding to ads, agencies, & recruiters; The Paper Pitch: honing your resume; The Personal Pitch -- controlling the interview; The Power Pitch -- nailing that promotion; & The Team Pitch -- networking to win. Discard all your preconceived notions. This book is about a whole new way of getting & keeping the job of your dreams, even in these turbulent times.

The most results-oriented program ever. For job seekers in any field, this book is a must!

This title aims to give readers a competitive advantage with a Personal Elevator Pitch. In writing, it's the way to stand out from the CV crowd; verbally, it communicates and promotes you and what you're about in every situation.

How to Sell Yourself and Your Movie Idea to Hollywood

The Power of the Pitch

One Perfect Pitch: How to Sell Your Idea, Your Product, Your Business—or Yourself

Pitch Yourself, Third Edition

Don't go there. It's not safe. You'll die. And other more >> rational advice for overlandng Mexico & Central America

Stand Out from the CV Crowd with a Personal Elevator Pitch

Give your LinkedIn profile the makeover it deserves—and get the attention you deserve Look at your profile: you know it could be a little better. Too many LinkedIn users are just posting a basic resume and hoping for the offers to come flooding in, missing out on the incredible opportunity the platform offers to properly showcase their talents, products, and services to 610 million professionals in over 200 countries. LinkedIn is way more than a resume tool—to display your professional past and present—it's also your career future and personal brand. Used to its fullest extent, it helps you demonstrate the unique value and culture you provide, the skills and aspirations that make you different, to get the outcomes you truly want. But how's it done? Profile branding expert Donna Serdula pioneered the concept of LinkedIn Profile Optimization and through her Website, LinkedIn-Makeover.com, has helped over 5000 professionals use LinkedIn to achieve increased success. In this guide she applies that experience to help you use all of LinkedIn's capabilities to meet your goals, whether they be job search, reputation management, or sales—including how to: Create a memorable, successful profile Optimize personal keywords Showcase your experience, accomplishments, and unique value Use LinkedIn features to grow your network and more You never get a second chance to make a first impression—and people are Googling you right now: Get a fresh online look and get results!

The Guide to Profiting from Influencer Marketing Want to implement an influencer marketing campaign? Learn How to successfully understand an influencer marketing campaign and become an influencer. Some users on social media post about their experiences with a brand and earn money for doing this. Typically, the people who earn the most from these posts are popular influencers. Influencers usually have large social media platforms and are trusted by their fans and followers. Influencers are people who've got a considerable following. When they recommend something on their sites or social media channels, their followers go and check out their recommendations. Can you see where this is going? Can you see yourself using someone else's influence to promote your content? Think about how powerful influencer marketing is: if you work with a lot of influencers, your network could potentially grow exponentially! You don't need to rely on your own audience helping you get the word out. Instead, you'll be leveraging the influencers' to get to their followers.

But how do you get influencers to come help you out? For starters, you can go on social media and look for people in your industry with sizeable followers. You don't just want anyone to promote your business. The exciting thing about being influencer is that you don't need a special degree, ten million followers, or fancy software What Is Influencer Marketing and How Do You Profit from It? Here's what you'll learn ; What influencer marketing is and how to profit from it Tips and best practices Understanding paid posts and takeovers Tips to pitch to influencers and how to build relationships

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

How to Market and License Your Brilliant Ideas

How to Sell Yourself for Today's Job Market

Venture Capital For Dummies

What Is Influencer Marketing and How Do You Profit from It?

The Pitch Coach

Epoch

"In this ... guide to the ever-changing modern workplace, Kathryn Minshew and Alexandra Cavoulacos, the co-founders of [the] career website TheMuse.com, show how to play the game by the New Rules, [explaining] how to figure out exactly what your values and your skills are and how they best play out in the marketplace ... [They] guide you as you sort through your countless options [and] communicate who you are and why you are valuable and stand out from the crowd"--The Traditional CV is dead. Discover how to write your CV in the new way - the way that careers advisors, leading recruiters and business schools say works. Instead of documenting your career history give yourself the ultimate jobsearch advantage - learn how to Pitch Yourself in your CV and in Interviews. This is the new edition of the CV book endorsed by over 40 leading business schools and universities.

Secure venture capital? Easy. Getting a business up and running or pushing a brilliant product to the marketplace requires capital. For many entrepreneurs, a lack of start-up capital can be the single biggest roadblock to their dreams of success and fortune. Venture Capital For Dummies takes entrepreneurs step by step through the process of finding and securing venture capital for their own projects. Find and secure venture capital for your business Get your business up and running as an entrepreneur looking for hands-on guidance on how to secure capital for your business, the information in Venture Capital For Dummies gives you the edge you need to succeed.

The Argosy

Successful Pitching For Business In A Week: Teach Yourself

Pitch Yourself

Finding an Internship, Building Your Resume, Making Connections, and Gaining Job Experience

Pitching Yourself for Pa School

Transform Yourself Into a Persuasive Presenter and Win More Business

Have you ever felt that it was impossible to be a salesperson? According to David Anderson, America's Millenial Business Coach, everyone is a salesperson, but most just don't know it! Pitch Close Upsell Repeat is designed to help even the most timid individual approach sales and business as a game to be played with passion, intensity and fun. Having spent a more than 2 decade career in entertainment and marketing, David's knowledge comes from both a practical and innovative standpoint. David has worked with businesses from all walks of life. As a salesperson and social media guru, David has generated millions of dollars in revenue for amazing brands ranging from Nutrisystem to Les Brown to iHeartMedia and Radio One. It's those successes that inspired him to create http://branduniversity.com to help entrepreneurs grow and profit from their businesses. If you're willing to do the work, David will bring you into his thought processes and numerous experiences in business, illustrating his 4 step plan for success: Pitch, Close, Upsell, Repeat

Land Killer Internships—and Make the Most of Them! These days, a college resume without internship experience is considered “naked.” Indeed, statistics show that internship experience leads to more job offers with highersalaries—and in this tough economy, college grads need all the help they can get. Enter Lauren Berger, internships expert and CEO of Intern Queen, Inc., whose comprehensive guide reveals insider secrets to scoring the perfect internship, building invaluable connections, boosting transferable skills, and ultimately moving toward your dream career. She “ll show you how to: Discover the best internship opportunities, from big companies to virtual internships Write effective resumes and cover letters Nail phone, Skype, and in-person interviews Know your rights as an intern Use social networking to your advantage Network like a pro Impress your boss Get solid letters of recommendation Turn internships into job opportunities With exercises, examples, and a go-getter attitude, this next-generation internship manual provides all the cutting-edge information students and recent grads will need to get a competitive edge in the job market. So what are you waiting for?

#ENTRYLEVELBOSS

LinkedIn Profile Optimization For Dummies

The Muse Playbook for Navigating the Modern Workplace

An Old Educational Reformer, Dr Andrew Bell

A Practical Guide to Sales Domination

Life's a Pitch

As the pitch coach for the Irish TV programme 'Dragons' Den', Catherine Moonan has coached more than 500 contestants, helping them to gain over €4 million in investment. In this practical and informative book, she provides all the skills and techniques you need to pitch yourself, your idea or your business. In the book, Catherine interviews a wide range of industry experts on pitching, presenting, interviewing and public speaking. She combines their tips and advice with her own experience of training and coaching in anyone who needs to speak in public, especially anyone with a fear of public speaking – whether they're presenting themselves at a job or media interview, pitching their start-up business, presenting an idea to their CEO or delivering a speech at an important event. It will guide you, step-by-step, from a blank canvas to a positive end result.

Just Give Me Your Last Name is a book that was born out of the life of a frustrated single waiting endlessly for love. This book takes you through my journey of finding true love in singleness and becoming whole in that process. The aim of this book is to give you a different perspective to single life and to help you embrace your single journey as you hope to embrace the marriage journey. The book is about finding the silver lining in the seemingly cloud of single life and letting that lining trump the cloud until the gloom passes.

prioritize finding and giving love as a single person instead of waiting for love to find you. This book will move you to the front seat of your single life, have you switch to cruise mode, and soar the length and breadth of singleness in confidence. This book will make you laugh, get you thinking, and ultimately, move you to action that will birth the change you always hoped for.

The definitive guide for inventors, newly updated with the latest patenting laws, information on crowdfunding, and online resources. The path to success is clearer than it's ever been! Thanks to experienced inventor Ronald Docle, the process of commercializing your invention and receiving royalties is no longer complicated. The Inventor's Bible is an in-depth how-to manual for both beginners and skilled entrepreneurs alike that helps you develop a realistic, workable plan, research your market, target potential business partners, and more.

What is my invention worth? What steps should I take first? Is free government help available? Who can I trust, and how can I keep from getting ripped off? Revised to reflect recent changes and innovations, this fourth edition includes: - Crowdfunding and Crowdsourcing - Open Innovation - Free Patenting Help - New U.S. Patent Laws - America Invents Act - Online Help for Inventors Features the PATENT AND NEW PRODUCT MARKETING WORKBOOK that takes you step-by-step through: - Patenting - Selecting Manufacturers - Marketing Your Invention

Invention to Companies - Negotiating the Best Deal With The Inventor's Bible, your dream can become the world's next great invention.

Your Guide to Presenting, Interviewing and Public Speaking

The Junior Munsey

All Work, No Pay