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Page 5/45*

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Pitching Manifesto (Audible

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A manifesto of business practices for those who sell ideas and advice, The Win Without Pitching Manifesto lays out twelve steps--in the form of

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proclamations--that owners of creative businesses can take to distance themselves from their competition, regain the high ground in their client relationships and learn to win business without first parting with

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Pricing Creativity | Win

Page 12/45

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Without Pitching

If you're just starting on this journey, there's no better place to begin than Blair's first book, The Win Without Pitching Manifesto. It shines a light on everything wrong with the

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way new business development is conducted in the creative professions and offers 12 Proclamations to beat back the pitch and stop gifting your best thinking.

A Win Without Pitching

Page 14/45

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Manifesto Kindle Edition - amazon.com

Win Without Pitching is equal parts manifesto, strategy guide, and practical advice... and that is a very rare combination. These elements are evenly

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dispersed throughout the book. I think that's why it's such a refreshing book to read..

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Page 20/45

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[PDF Download] The Win Without Pitching Manifesto

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Blair Enns is the founder and CEO of Win Without

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Pitching, the sales training and coaching program for creative professionals. His first book, The Win Without Pitching Manifesto, is credited with countless stories of 7-figure growth.

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Blair Enns is the author of The Win Without Pitching Manifesto and Pricing Creativity: A Guide to

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Profit Beyond the Billable Hour. He lectures throughout the world on how creative professionals can win more business at higher prices and lower cost of sale.

Home | Win Without Pitching
Page 27/45

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Blair ...*

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Blair ...*

*Blair Enns is a 25-year
veteran of the business side
of the creative professions.*

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He spent 12 years in account service and business development roles for some of the world's largest advertising agencies. Kaslo. 6 Tracks. 287 Followers. Stream Tracks and Playlists from Win Without Pitching on

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independent creative businesses (e.g ...

About | Win Without Pitching Blair Enns' Win Without Pitching Manifesto contains solid advice for designers who deal directly with their

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clients. In Blair's words, "Only we present our work. Whenever our diagnostic findings, strategic recommendations, or creative solutions are presented to anyone in our client companies, it will be

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personnel from our firm that does so.”

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Page 38/45*

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Page 43/45

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