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# Pitching I

**Art Sobczak**



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**The Pitch Coach** Catherine Moonan, 2016-01-30 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 effective communication and presentation skills since 2002 This book is ideal for 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

Smart Calling Art Sobczak, 2013-03-25 Proven techniques to master the art of the cold call Cold calling is not only one of the fastest and most profitable ways to initiate a new sales contact and build business it s also one of the most dreaded for the salesperson and the recipient Smart Calling has the solution Art Sobczak s proven never experience rejection again system Now in an updated 2nd Edition it offers even smarter tips and techniques for prospecting new business while minimizing fear and rejection While other books on cold calling dispense long perpetuated myths such prospecting is a numbers game and salespeople need to love rejection this book will empower readers to take action call prospects and get a yes every time Updated information reflects changes and advances in the information gathering that comprises the smart part of the calling Further enhances the value and credibility of the book by including more actual examples and success stories from readers and users of the first version Author Art Sobczak s monthly Prospecting and Selling Report newsletter the longest running publication of its type reaches 15 000 readers and Smart Calling continues to rank in the Top 20 in the Sales books category on amazon com and has sold over 20 000 copies Conquer your fears and master the art of the cold calling through the genius of Smart Calling 2nd Edition *Rise and Shine* Monica Abbott, Debby Schriver, Rob

Schrive, 2023-04-17 When she was in fifth grade Monica Abbott declared that she would one day become an Olympic athlete In the decades that would follow her prediction would prove stunningly true as she would not only compete in the Games but go on to claim two Silver Medals as pitcher for Team USA softball Today Abbott s trail of shattered records from twenty plus years of professional play has become a sign of positive change for female athletes everywhere In *Rise and Shine* Abbott chronicles significant lessons and experiences from her childhood her University of Tennessee and professional softball years her time in the Olympics and beyond Throughout the book she shares insights cultivated on her journey offering them to readers of all ages and skill sets who are likewise endeavoring to bring their lives into contact with their dreams How do we set goals that seem out of reach How do we thrive even while overcoming obstacles And perhaps most importantly how do we turn our successes into advantages for others With a foreword by ESPN announcer and two time Olympian Jessica Mendoza

Rise and Shine is more than a record of medals and firsts it is the story of making dreams come true and of lifting others with you as you rise      *Writing in Pictures* Joseph McBride,2012-03-13 Unlike most how to books on screenwriting *Writing in Pictures* is highly practical offering a realistic guide to the screenwriting profession as well as concrete practical guidance in the steps professional writers take to write a screenplay that comes from the heart instead of the pocketbook The reader is taken through the nitty gritty process of conceiving outlining constructing and writing a screenplay in the professional format with clear and concise examples offered for every step in writing a short dramatic film *Writing in Pictures* offers straight talk no mumbo jumbo or gimmicks just a methodical step by step process that walks the reader through the different stages of writing a screenplay from idea to outline to character biography to treatment to step outline to finished screenplay Using well known films and screenplays both contemporary and classic to illustrate its lessons *Writing in Pictures* also offers comments from famous screenwriters past and present and insightful stories often colorful and funny that illuminate aspects of the craft      **Strategic Human Resource Management and Organizational Effectiveness** Riki Takeuchi,Yaping Gong,Corine Boon,Kaifeng Jiang,2022-12-26 This book on human resource management HRM research builds upon and extends the work of Professor David P Lepak who was the Berthiaume Endowed Chair of Business Leadership in the Isenberg School of Management at the University of Massachusetts Amherst Professor Lepak was an internationally renowned HRM scholar who believed in giving back to his profession and was committed to introduce his research findings to students as well as the business community In addition to being a tribute to Professor Lepak and his work this volume aims to help organizations and managers understand how to use human resource management to benefit employees while achieving organizational effectiveness The chapters in this volume focus on strategic management of human capital resources strategic HRM and multilevel HRM areas of research that were central to Professor Lepak s academic contributions These chapters together provide important theoretical and practical implications for understanding how organizations can use HRM to generate and utilize their strategic human capital resources and how HRM interacts with internal and external factors to influence important employee and organizational outcomes The chapters in this book were originally published as a special issue of *The International Journal of Human Resource Management*      *Pitching Secrets of the Pros* Wayne Stewart,2004 The best of the best on the mound Whether it s the legendary Cy Young and his impressive control Greg Maddux and his dazzling repertoire of pitches or Nolan Ryan with his sizzling fastball pitching s Ph D s have important lessons to share on how they do what they do and why it works Roger Clemens Tom Glavine Lee Smith Goose Gossage and Curt Schilling are only a few of the big leaguers who offer their insights to aspiring hurlers Book jacket      *Aero Digest* ,1943      **The Standard**

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Town find readers it may be interesting to them to know that it was written entirely at night after the writer had finished a hard day s work as editor and publisher of a small evening newspaper I do not think a line of it was written while the sun was shining but in almost every chapter there are recollections of the midnight bell No one can possibly find more fault with it than I have found myself A hundred times I have been on the point of burning the manuscript and never attempting it again for I was always tired while working at it and always dissatisfied after concluding an evening s work I offer this as a general apology for its many defects and can only hope it will meet with the charity it deserves      Coaching Fastpitch Softball

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