



Perfecting Your Pitch: How to Succeed in Business and in Life by Finding Words That Work

Ronald M. Shapiro

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Whether you're asking for a raise, selling but holding your price, ending a relationship, or talking to children about divorce, success is predicated on planned, effective communication. Yet, most people fail to properly prepare their message. A veteran corporate attorney, sports agent, and expert consultant, Ronald M. Shapiro has spent years developing and honing his negotiation techniques. Now, Shapiro shares the bulletproof system of scripting he calls the Three D's: Draft, Devil's Advocate, Deliver.

Illustrating his methods with fascinating real-life stories and helpful scripts, he walks readers through the process of creating an effective message, preparing for counterarguments, and delivering the results with confidence and grace. Applicable across a broad range of situations, *Perfecting Your Pitch* empowers us to get the results we want.

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