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the brain are shown in Figure 1.1.
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Success is dependent on the method you use, not how hard you try. "Better method, more money," Klaff says.

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The Method Here is the "big idea" in
76 words: There is a fundamental

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disconnect between the way we pitch anything and the way it is 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 getting

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