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About - Win Without Pitching

This treatise contains the twelve proclamations of a Win Without Pitching firm. It describes a trail blazed by owners of creative businesses who have made the difficult business decisions and transformed their firms, and the way they go about getting new business. They have resisted the profession-wide pressure to toe the free-pitching line.

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The Win Without Pitching Manifesto ... Iâ€™ve never thought of it in that way before because the designers are always the oneâ€™s trying to win over the client but we are then giving away all this knowledge that they could then use bits from along with their chosen design agency. Reply.

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The Win Without Pitching Manifesto [Blair Enns] on Amazon.com. *FREE* shipping on qualifying offers. 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 proclamations--that owners of creative businesses can take to distance themselves from their competition

The Win Without Pitching Manifesto: Blair Enns

So argued Canadian business development consultant and author Blair Enns. He said that we can stop the rot if we have the confidence to take control of our creative businesses, reclaim the high ground in client relationships and abandon free pitching.

WIN WITHOUT PITCHING on Vimeo

Through his writing, speaking, online training tools and global consulting practice (Win Without Pitching) he counsels owners of creative businesses on how to build a lucrative client base without having to pitch ideas for free.

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Win Without Pitching was founded in 2002 by Blair Enns after more than a decade in new business and ...

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The Win Without Pitching Manifesto by Blair Enns My rating: 5 of 5 stars. This book tells how creative firms can win business by being expert consultants instead of pitching. It also tells how to walk clients through the sales process and how to charge more, and provides other valuable advice.

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Blair Enns is author of the self-published Win Without Pitching - Sales Success for Marketing Communication Agencies, and author of the Win Without Pitching Newsletter. He has been published in Design Week magazine (UK, April 2007) and the journal Persuading (August, 2004, February 2005).

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