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Win without Pitching Manifesto is full of concise meaningful advice on how you can stand out and run a successful creative business by removing the need for a pitch. If you do any sort of creative work that puts you in contact with clients, I highly recommend investing your time in reading this book. This is one book that I wish I had read years ago. Read more. Helpful. Sending feedback ...

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Blair Enns' Win Without Pitching Manifesto contains solid advice for designers who deal directly with their 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 personnel from our firm that does so."

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Win without Pitching Manifesto is full of concise meaningful advice on how you can stand out and run a successful creative business by removing the need for a pitch. If you do any sort of creative work that puts you in contact with clients, I highly recommend investing your time in reading this book. This is one book that I wish I had read years ago. Lesen Sie weiter. Nützlich. Senden von ...

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