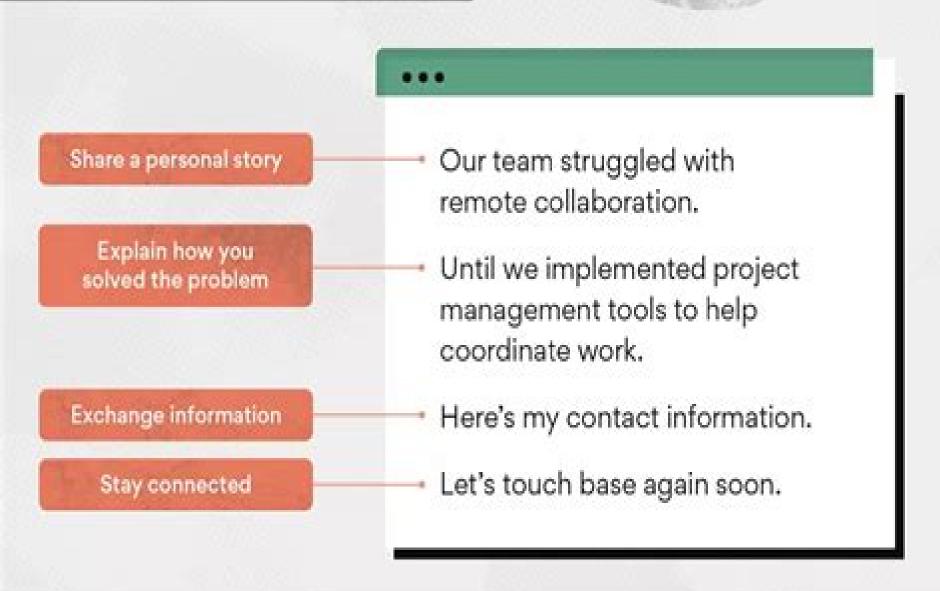
# The sales elevator pitch



# **The Best Elevator Pitch Examples Templates And Tactics**

**Matt Kingsley** 

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Startup Success Gordon Daugherty, 2019-10-22 You ve got yourself a startup But now where s the funding going to come from In this day and age creating a startup seems to be an easy process After some meetings with an equally passionate cofounder you discover you have a creative idea the outline of a business plan and a willingness to spend nights and weekends doing really hard work But most startup founders have never run a company much less had to secure funding to reach crucial milestones If you don't get the funding you need you may either make progress at a snail's pace or you may have to give up altogether With stakes this high improving a startup founder s odds of fundraising successfully even just a little can make a huge difference in the outcome of a venture In this informative and enlightening book Gordon Daugherty demystifies the fundraising process that takes place during the early phases of a startup s evolution Every founder cares about the valuation they will be able to negotiate with investors and anyone who has attempted fundraising has encountered numerous debates about the valuation they re asking for Startup Success dedicates a whole chapter to negotiating valuation which in the end involves a serious combination of art and science to execute effectively Daugherty's book serves as a valuable educational and planning tool for use before the fundraising campaign begins and a reference guide for interacting and negotiating with investors after things get underway Startup Success is written in a logical sequence that follows the general life cycle of planning and executing a successful fundraising campaign Actionable tips tricks and aha realizations will have readers dog earing pages and highlighting passages for future reference The author's own words tell it all I decided to write something different that best exploits the gray in my hair and the hard lessons I ve learned Any startup founder advisor or angel investor regardless of their experience level will come away with improved skills and an increased knowledge base Gordon Daugherty is a seasoned business executive entrepreneur startup advisor and investor He has made more than 200 investments in early stage companies as a venture fund manager and angel investor and he has been involved in raising more than 80 million in growth and venture capital A Practical Guide to E-auctions for Procurement Jacob Gorm Larsen, 2021-02-03 WINNER 2021 Plume d Or Grand Prix ACA Bruel Award A Practical Guide to E Auctions for Procurement provides guidance to procurement professionals on how to realize the potential of e auctions Now is the time to optimize your e negotiation strategy using key insights from the author Jacob Gorm Larsen who is responsible for one of the most successful and award winning e sourcing programs in the world A Practical Guide to E Auctions for Procurement presents a proven process for developing an e auction and e negotiation strategy along with a catalogue of change management initiatives for securing buy in internally in the organization The different e auction formats and benefits are explained in

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