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different /
Crazy ones
speech (with
real subtitles)
Steve Jobs rare
footage
conducting a

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Steve Harvey at
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take charge of
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concisely and
clearly, convey
the value of
your products
and services,
and sell your
ideas more
persuasively
than you ever
imagined

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possible. Best
of all, you'll
blow away the
competition,
turning
prospects into
clients and
clients into
evangelists for
your brand.

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Insanely . . .

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Jobs is as close
as you'll ever
get to having
the master
presenter
himself speak
directly in your
ear.

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expert Carmine
Gallo has

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studied and
analyzed the
very best of
Jobs's
performances,
offering point-
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work every time.

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presentation and
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Steve Jobs
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take charge of
any room,
deliver your
message
concisely and
clearly, convey
the value of
your products
and services,
and sell your
ideas more
persuasively

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Gallo maps out a
ready-to-use

framework to

help you plan,

deliver and

refine the best

presentation of

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According to
some observers,
Steve Jobs
labours over
every slide,
each one
"written like a
piece of
poetry." Jobs
has been known
to spend hours
upon hours over
many days

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rehearsing every
section of his
keynotes.

Nothing is left
to chance. Jobs
makes a
presentation
look effortless
because he has
spent hours
preparing it. 8.
Sell dreams, not
products

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take charge of

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deliver your

message

concisely and

clearly, convey

the value of

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your products
and services,
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clients into
evangelists for
your brand.

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...

A Steve Jobs
presentation has
all the elements
of a great
movie—heroes and

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villains,
stunning visuals
and a supporting
cast. And, like
a movie
director, Steve
Jobs
"storyboards"
the plot. Before
you go digital
and open
PowerPoint,
spend time
brainstorming,

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sketching or
whiteboarding in
the early
stages.

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Steve Jobs'
presentations,
mapped by
Carmine Gallo in
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Jobs: How to Be
Insanely Great
in Front of Any
Audience, were
structured like
one of his
favourite...

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Jobs - LinkedIn
"The*

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Jobs" is one of the smartest books I read lately (which something because I read a lot). Author Carmino Gallo goes through the usual, explaining Jobs' style (1) Create the Story (2) Deliver the

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Experience (3)

Refine and
rehearse So far
so good, all of
this is well-
known. What sets
this book apart
is that Gallo
shows the actual
"improvement
Jobs created."

*The Presentation
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Page 37/48

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*Jobs by Carmine
Gallo*

In his 2009
book, *The
Presentation
Secrets of Steve
Jobs: How to Be
Insanely Great
in Front of Any
Audience*,
Carmine Gallo
extensively
researched 20
years of Steve

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Jobs's
presentations.
From that
research, he
proposes 18
lessons to help
us improve the
way we present
to our
audiences.

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an Emmy award-
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operating system
behind any great
presentation and
provides you
with a quick-
start guide to
design your own
passionate
interfaces with
your audiences."

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