

**"If you're looking for success
that will take you to the
moon, POP! is the rocket
ship that will get you there."
—Jeffrey Gitomer, author of
THE LITTLE RED BOOK OF SELLING**

**CREATE THE PERFECT
PITCH, TITLE, AND
TAGLINE FOR ANYTHING**

Sam Horn
Author of TONGUE FU!

Pop Create The Perfect Pitch Title And Tagline For Anything

Sam Horn



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Summary of Sam Horn's POP! Everest Media,2022-05-10T22:59:00Z Please note This is a companion version not the original book Sample Book Insights 1 The title that launched a thousand lips is based on a joke about a panda that walks into a bar orders a meal and shoots into the air The puzzled waiter asks why and the panda replies that he s a panda 2 The first requirement of a POP pitch is that it is purposeful If people are scratching their heads after you ve introduced your idea or invention wondering what this has to do with them you ve wasted their time and yours 3 The premise of POP is that you must be a good date for your customers You must be original and offer something different from everyone else When you re one of a kind there is no competition 4 The human brain can only hold about seven bits of information in short term memory If your description of your offer is longer than seven words people won t be able to remember it So when pitching brevity is essential **POP!**. Sam Horn,2006

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