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In his book, The Win Without Pitching Manifesto, Blair Enns shares the

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problems associated with the traditional pitch and shows you how to eliminate them by eliminating the pitch altogether. His strategy is outlined in the “twelve proclamations” of the Manifesto .

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Blair Enns is the author of The Win Without Pitching Manifesto and Pricing Creativity: A Guide to Profit Beyond the Billable Hour. He lectures throughout the world on how creative professionals can win more business at higher prices and

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Blair Enns is the founder and CEO of Win Without Pitching, the sales training and coaching program for creative professionals. His first book, The Win Without Pitching Manifesto, is credited with countless stories of 7-figure growth.

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Blair Enns' Win Without Pitching Manifesto contains solid advice for

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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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