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Princeton Review



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Get to the Point! Joel Schwartzberg, 2017-10-16 Every time you communicate you're trying to do something change something or move someone to action You're trying to make a point But the only way to make a point is to have a point And the surprising truth is very few communicators know their points or even understand what a point is rendering them pointless Communications expert Joel Schwartzberg says a point is not just a topic an idea or a theme A real point is a proposition of value It's a contention you can propose argue illustrate and prove In this concise and practical book you'll learn to identify your point strengthen it stick to it and sell it Whether you want to improve your impact in speeches staff meetings pitches emails PowerPoint presentations or any other communication setting Schwartzberg's novel approach teaches you how to go from simply sharing a thought to making a difference Which would you rather do *Get to the Point!*, *Second Edition* Joel Schwartzberg, 2025-06-17 Deliver razor sharp points in all of your work communications This updated classic enables you to captivate any audience create meaningful impact and make your words matter Every time you communicate you're trying to move someone to feel think and act You're trying to make a point But very few communicators regardless of their purpose or position know their points have true points or even understand what a point is rendering themselves pointless In this expanded second edition of the bestselling *Get to the Point* Joel Schwartzberg draws on his decades of experience as a strategic communications executive and public speaking coach to deliver a masterclass in high impact communications for the digital age The new edition features a substantial amount of new content including surprising research real world insight and actionable tips that meet the modern needs of professionals up and down the organizational chart Using his trademark encouraging and often humorous voice Schwartzberg helps you Understand the Power of Points Learn how points outperform topics themes and observations Identify and Elevate Your Key Points Create impactful speeches and slide presentations emails and work chats and Zoom and in person meeting communications Distill Complex Ideas Transform complicated concepts into crystal clear messages Boost Leadership Perceptions Enhance impressions of competence and confidence Hook Audiences Start and finish with compelling openings and closings Tell Impactful Stories Use stories examples and data in a way that highlights your points not distract from them Conquer Public Speaking Jitters Use proven techniques to stay calm and in control Leverage AI Tools Use artificial intelligence to support not replace effective communication Avoid Common Pitfalls Sidestep the landmines that derail most communicators Whether you're a C suite executive salesperson scientist or student *Get to the Point* is a blueprint for evolving your written and spoken communications from informing to inspiring and pointless to powerful Don't just share ideas and make an impression Champion your points and make a difference The Chick Book Reliable Poultry Journal Publishing Company, 1905

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