

TECHNIQUES FOR PITCHING AND SELLING WITH BOB KOSBERG

Bob Kosberg, who has sold over 75 feature film projects, illuminated the tricks for knowing exactly what producers, agents, executives, and talent are looking for in a pitch. Our writers gained valuable information about various techniques for leveraging your project or property so that it is “buyable,” the optimal language in which to position your pitch, and strategies for getting your material to the right person.



***Bob Kosberg's** first produced movie was Arnold Schwarzenegger's **COMMANDO** for 20th Century Fox, which grossed over \$200,000,000 worldwide. Since then he's been an executive and producer pitching and packaging projects. Currently, he has projects in development at DreamWorks, Warner Bros. and Fox and is founder of the pitching website www.moviepitch.com.*