# SECRETS OF THE

# GREAT RAINMAKERS

Proven
Techniques
From the
Business Pros



JEFFREY J. FOX

BY THE BESTSELLING AUTHOR OF HOW TO BECOME A RAINMAKER

# <u>Secrets Of The Great Rainmakers Proven Techniques</u> <u>From The Business Pros</u>

**Michael Brown** 

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Waves of Change Clu Ohlson, 2009-01-01 Books Out Loud ,2007 California Cultivator ,1912 California Law Forthcoming Books Rose Arny, 1989 **Business** ,1998-07 Los Angeles Lawyer ,1999 How to Become a **Rainmaker** Jeffrey J. Fox, 2013-07-18 Rainmakers are the people who bring money into their organisations and this book is packed with hints and tips to pursue prospective customers and keep them Rainmaker Confidential Henry DeVries, Scott Love, Mark LeBlanc, 2021-11 The Rainmaker's Toolkit Harry Mills, 2004-03-05 Few professional firms are able to consistently grow their fees and profits Based on the concept of relationship marketing The Rainmaker's Toolkit gives readers the tools techniques and strategies to help win and close bigger deals helping them dramatically increase the odds of success and sustain that level of accomplishment from year to year The Rainmaker's Toolkit helps readers identify and maximize the potential growth opportunities in their companies and gives them a step by step system for building a high profit practice The book shows readers how to Identify high profit customers and build lifelong relationships with them Stand out from competitors by differentiating their firm services and people Build a million dollar referral network Packed with more than 80 reproducable tools and templates The Rainmaker's Toolkit shows how to find the gold hidden within every **Creating Rainmakers** Ford Harding, 2006-09-29 Every manager of a professional firm realizes that generating company leads and landing new clients are critical components of any successful business venture But transforming accountants architects attorneys consultants engineers and other professionals into client generators is not always easy to do Divided into two comprehensive parts The Rainmaker Model and The Elements of Rainmaking Creating Rainmakers outlines all the steps you should take to turn your professional staff into a powerful team of sales winners Filled with in depth insight and practical advice this book will show you how to Generate leads Build a strong network of contacts Master a variety of sales techniques Develop capable successors to current rainmakers And much more Based on more than 100 interviews with the principals of professional firms including many of today s preeminent rainmakers this valuable guide has the information you need to help your company succeed

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