

RAIN MAKING

The Professional's Guide to

*Attracting
New Clients*

F O R D H A R D I N G

Rain Making The Professionals Guide To Attracting New Clients

Brad Cooper, Linda V. Berens



Rain Making The Professionals Guide To Attracting New Clients:

Rain Making Ford Harding,1994 Rain Making Ford Harding,2008-02-01 Sell and Market Like a Pro In this new edition of his classic book Rain Making Ford Harding reveals step by step how even if you ve never sold a product in your life you can become a top performer in your organization Filled with easy to use strategies checklists tables and guides this book shows you how to Write articles for professional publications Make cold calls like a sales pro Network to build a lasting customer base Develop a winning sales strategy With this book at your fingertips you ll get the marketing and sales skills you need to survive and flourish one sale at a time *Creating Rainmakers* Ford Harding,2012-06-28 Every manager of a professional firm realizes that generating 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 **An Insider's Guide to Building a Successful Consulting Practice** Bruce L. KATCHER Ph.D.,2010-03-15 Whether you re a beginner just starting up a consulting practice or a veteran looking for ways to invigorate your existing business An Insider s Guide to Building a Successful Consulting Practice is an invaluable resource Featuring real stories from consultants in diverse industries the book offers simple yet powerful ways to Identify a market and narrow your focus Make a smooth transition from employee to independent consultant Sell effectively even if you ve never sold before Establish visibility through speaking writing and networking Build credibility by leveraging the credibility of others Set prices based on value Develop a marketing strategy and divide your time between marketing and delivering your services Keep plenty of work in your pipeline Adapt and thrive in any market condition And much more Complete with the results of an original survey of 200 successful independent consultants this handy guide provides the kind of real life advice you need to build a thriving business **The Law Firm Associate's Guide to Personal Marketing and Selling Skills** Catherine Alman MacDonagh,Beth Marie Cuzzone,2007 This first volume in the Law Firm Associates Development Series focuses on personal marketing and sales skills and will cover these topics building a practice how to create a personal marketing plan how to find people within a target market how to prepare for a prospective client meeting strategies when meeting with clients how to ask for business how to use the end of a matter as a marketing opportunity how to retain clients and how to effectively network inside and outside the firm Both authors currently work as Directors of Business Development in law firms where their responsibilities include extensive in

house coaching and training of attorneys at all levels In this guidebook they share their best advice and instruction compiled from their own experience as well as from that of many industry thought leaders [Rain Making](#) Ford Harding,1997-08-01 Marketing Tactics How Professionals Generate Leads Sales Tactics How Professionals Advance and Close a Sale From Tactics to Strategy What Works and What Doesn't **Making Rain** Andrew Sobel,2003-07-25 Professionals who work with clients or large accounts can create lifetime relationships based on these well researched secrets Based drawing from extensive interviews with client executives Making Rain offers a series of provocative insights on how to shed the expert for hire label and develop long term advisory relationships Exploding the popular myth of the Rainmaker a dated and dysfunctional figure that clients no longer welcome Andrew Sobel argues that any professional can learn to make rain on an ongoing basis with existing clients by developing a special set of skills attitudes and strategies These innovative tips and techniques from a recognized leader in the field of professional services will enable any consultant salesperson or service professional to create enduring client loyalty **Winning the Professional Services Sale** Michael W. McLaughlin,2009-08-06 An innovative approach to winning more profitable sales in the growing professional services industry In recent years professional services providers have had to rethink their sales methods and adapt to profound changes in the way clients buy services In response Winning the Professional Services Sale argues for fundamental changes in the seller's mindset and sales strategies Rather than pressing the sale salespeople must help clients buy the way that works best for each client This new approach gives buyers what they now want in a services seller a consultative problem solver change agent and solution integrator all rolled into one Author Michael McLaughlin presents a strategy for winning new business with a holistic approach to each client relationship Only by fully understanding a sale from every angle including its impact on the client's business and career can salespeople thrive in the new era of the service economy [The Professional Service Firm](#)50 Tom Peters,1999-12-15 From a leading business management guru 50 insights on how to get the most out of your department Transform white collar departments into professional service firms whose sole powerful asset is knowledge Peters discusses making the most of presentations working with outsiders on market analysis how to improve brainstorming meetings how to develop relationships with clients and get the most out of them [Groundbreaking Sales Skills](#) Brad Cooper,Linda V. Berens,2004-10 [Soft Skills for the Professional Services Industry](#) Andreas Creutzmann,2022-05-10 Soft Skills for the Professional Services Industry Auditors accountants lawyers consultants and other highly educated and trained professionals frequently hold impressive credentials and offer clients specialized expertise in complex areas At the same time these professionals understandably focus on the analytical and technical components of their jobs sometimes to the point of excluding or ignoring important soft skills critical to the success of their careers and practices In Soft Skills for the Professional Services Industry Principles Tasks and Tools for Success veteran auditor and entrepreneur Andreas Creutzmann delivers an essential discussion of often overlooked professional competencies that can mean the

difference between career engagement and business success or failure In the book you ll find accessible guidance on critical soft skills that can make a difference between fulfilment and success and failure on a professional and personal level You ll learn to handle the blending of home and the home office how to effectively manage staff how to market yourself and your firm practical strategies for client and colleague communication and how to find happiness in your day to day work Each chapter stands alone and can be read in any order They provide professionals with invaluable skills for navigating the modern and digital reality of work showing you how to combine your professional education with the latest research and common sense on everything from client management to firm marketing Soft Skills for the Professional Services Industry uses the field of auditing as a template and guide but it is highly relevant to all skilled professionals including lawyers consultants medical professionals and others The book is a must read for any knowledge worker trying to add to their toolbox of practical skills Critical guidance for practicing professionals on how to build often overlooked soft skills Most highly educated and trained professionals aren t lacking in analytical or technical skills Lawyers know the law accountants understand double entry bookkeeping and doctors know anatomy However many of us are less familiar with often overlooked and equally essential soft skills client management communication staff and employee management and others In Soft Skills for the Professional Services Industry accomplished auditor entrepreneur and consultant Andreas Creutzmann walks you through how to build critical competencies from self marketing to balancing work and life when your office is in your house The book is made up of numerous self contained chapters that can be read in any order and it demonstrates how to navigate increasingly digital and insistent professional demands on your time effectively manage client and colleague relationships and sell new clients on the services your firm offers An essential roadmap to achieving personal and career success Soft Skills for the Professional Services Industry is an indispensable resource for lawyers doctors accountants auditors and any other extensively skilled professional It offers practical tools in functional areas that are frequently neglected in formal professional training Becoming a Master Manager Robert E. Quinn,David S. Bright,Rachel E. Sturm,2020-12-15

Integrating theory and empirical evidence Becoming a Master helps students and future managers master the dynamics and intricacies of the modern business environment The text s unique competing values framework provides a deep and holistic understanding of what is required to effectively manage any type of organization Readers learn to develop and apply critical managerial skills that encourage change promote adaptability build stability maintain continuity strengthen commitment and cohesion and yield positive organizational results The seventh edition features new and revised content throughout offering students a comprehensive and up to date presentation of critical management competencies and their underlying theoretical value intentions and real life application Throughout the text classroom tested exercises enable students to assess analyze practice and apply the material while gaining insight into the paradoxes and contradictions that make the practice of management so complex Guerrilla Marketing for Consultants Jay Conrad Levinson,Michael W. McLaughlin,2011-01-06

Trusted advice on successful consulting from the authors of the bestselling Guerrilla Marketing series Consulting is entering the era of the guerrilla client buyers with a glut of information at their fingertips and doubts about the value consultants add Guerrilla Marketing for Consultants is the first book to reveal how guerrilla marketing can transform today's challenges into golden opportunities for winning profitable work from the new breed of consulting clients Packed with information this step by step guide details the 12 marketing secrets every consultant should know the anatomy of a marketing plan Web sites sources of free publicity direct mail marketing winning proposals and more Jay Conrad Levinson San Rafael CA is the Chairman of the Board of Guerrilla Marketing International and the author or coauthor of more than 30 books including the bestselling Guerrilla Marketing series Michael W McLaughlin Mill Valley CA has been a partner with Deloitte Consulting since 1994 Start and Market a Successful Private Practice , **The Marketing Toolkit for Growing Businesses** Jay B. Lipe, 2002 This book is a straight talking guide that walks you through the essentials of small business marketing From marketing plans to targeting from copywriting to branding and from metrics to search engine positioning the most essential tools for small business marketing are covered After reading the book you'll develop into a more confident marketer able to take your company to the next level **The Architecture Student's Handbook of Professional Practice** American Institute of Architects, 2017-01-12 The essential guide to beginning your career in architecture The Architecture Student's Handbook of Professional Practice opens the door to the vast body of knowledge required to effectively manage architectural projects and practice A professional architect is responsible for much more than design this book is specifically designed to help prepare you for the business and administrative challenges of working in the real world whether you are a student or are just starting out in practice It provides clear insight into the legal financial marketing management and administrative tasks and issues that are integral to keeping a firm running This new edition has been restructured to be a companion textbook for students undertaking architectural practice classes while also fulfilling the specific knowledge needs of interns and emerging professionals It supplements information from the professional handbook with new content aimed at those setting out in the architectural profession and starting to navigate their careers New topics covered in this new edition include path to licensure firm identity professional development strategic planning and integrated project delivery Whether you want to work at a top firm strike out on your own or start the next up and coming team the business of architecture is a critical factor in your success This book brings the fundamentals together to give you a one stop resource for learning the reality of architectural practice Learn the architect's legal and ethical responsibilities Understand the processes of starting and running your own firm Develop manage and deliver projects on time and on budget Become familiar with standard industry agreements and contracts Few architects were drawn to the profession by dreams of writing agreements and negotiating contracts but those who excel at these everyday essential tasks impact their practice in innumerable ways The Architecture Student's Handbook of Professional Practice provides access to the nuts and bolts that keep a firm alive stable

and financially sound **The Knowledge Creation Potential of Management Consulting** Francesco Ciampi, 2008 The Knowledge Creation Potential of Management Consulting interprets management consulting from a knowledge perspective and proposes a general conceptual framework for investigating and interpreting that potential To begin with the main dynamics of change that characterize today's demand for management consulting is outlined and it is suggested that firms are becoming increasingly aware of the real cognitive rather than only the economic value generation potential that can be activated through the consulting relationship Also the possible pathways for evolutionary transformation of consulting practices models and roles that consulting firms could follow if they want to take advantage of the important changes that are taking place are looked at Next a definition of management consulting is proposed which aims to identify the distinctive ontological real essential and relatively stable features of this particular service and emphasizes the mainly cognitive nature of its value creation potential Furthermore two approaches to interpreting management consulting are discussed the diachronic approach and the synchronic approach To conclude the theories interpreting knowledge creation processes as knowledge conversion processes are explained and applied to the specific context of management consulting relationships

Professional Services Marketing Mike Schultz, John E. Doerr, Lee Frederiksen, 2013-05-15 A proven approach to revenue generating marketing and client development Professional Services Marketing is a fully field tested and research based approach to marketing and client development for professional services firms The book now in its Second Edition covers five key areas that are critical for firms that want to grow and become more profitable creating a marketing and growth strategy establishing a brand and reputation implementing a marketing communications program executing lead generation strategies and developing business by winning new clients You will also read real world case studies that illustrate major points as well as quotes and stories from well respected professionals in the industry The Second Edition features new research and updates throughout including new chapters on social media and online marketing as well as new case studies and interviews Authors Mike Schultz and John E Doerr are the coauthors of the Wall Street Journal and Inc Magazine bestseller Rainmaking Conversations and Professional Services Marketing Lee W Frederiksen is coauthor of Online Marketing for Professional Services Will be widely promoted via multiple online routes and direct mail marketing Firms of any size can use this proven approach to marketing and client development to attract new clients and grow their professional service businesses *How to Win Client Business When You Don't Know Where to Start* Doug Fletcher, 2021-10-20

Dramatically grow your client base following pragmatic and insightful advice by bestselling author Doug Fletcher *How to Win Client Business When You Don't Know Where to Start* A Rainmaking Guide for Consulting and Professional Services serves as an invaluable and indispensable guide for everyone in the business of selling professional and consulting services Author Doug Fletcher dives deeply into the five skills required to make it rain Create Your Personal Brand Identity Demonstrate Your Professional Expertise Build Your Professional Ecosystem Develop Trust Based Relationships Practice Everyday Success

Habits How to Win Client Business When You Don t Know Where to Start provides a masterclass in teaching the practical techniques and concrete strategies that professional services providers were never taught in school or on the job Pragmatic lessons take the place of the vaguely defined principles found in competing books to turn readers from sales novices into rainmakers Written by the same celebrated author who brought readers the best selling book How Clients Buy How to Win Client Business When You Don t Know Where to Start is perfect for any professional services provider or consultant who seeks to dramatically increase their book of business **Leap! 101 Ways to Grow Your Business** Stephanie Chandler,2009-01-01 Business growth requires more than a business plan and a dream You must utilize many tools and techniques to take your company to the next level This book presents practical strategies that you can leverage based on your business growth goals and the distinct needs of your company In four sections Leverage Execute Accelerate and Prosper you will learn how to develop a business growth action plan automate your business locate business capital identify powerful marketing strategies harness the power of the Internet attract the media and gain valuable exposure boost profits by innovating and protect your time so you can enjoy your life From publisher description

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