

# 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

**American Institute of Architects**



## **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      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      **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      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      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      **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      *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      **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 fulfillment 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

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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

*Groundbreaking Sales Skills* Brad Cooper, Linda V. Berens, 2004-10 **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

**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 Architect's Handbook of Professional Practice* American Institute of Architects, 2011-09-26 Architects must be proficient in a variety of business practices to contribute to manage or launch a successful firm They are responsible for the same kind of legal financial marketing management and administrative activities as any other professional Within these broad categories however there are many details including professional standards and documents that are unique to the profession of architecture

**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      **Mastering the World of Selling** Eric Taylor,David Riklan,2010-07-30 Of the 17 million people in the U S who are involved directly or indirectly in sales many repeatedly acknowledge facing four major challenges No prior sales education or training Lack of formalized sales training resources and methodologies provided by their companies Due to the recession and downsizing era lack of 12 18 month professional sales training for new hires provided by Fortune 500 companies A consistent struggle to keep their sales force distributors manufacturers reps and affiliates motivated and focused on effectively selling their products and services Mastering the World of Selling helps companies and entrepreneurs overcome these four major obstacles with candid advice and winning strategies from the leading sales trainers and training companies in the world Acclivus AchieveGlobal Action Selling Tony Allesandra Brian Azar Baker Communications Inc Mike Bosworth Ian Brodie Ed Brodow Mike Brooks Bob Burg Jim Cathcart Robert Cialdini PhD Communispond Inc Tim Connor CustomerCentric Selling Dale Carnegie Sam Deep Bryan Dodge Barry Farber Jonathan Farrington Jeffrey Fox Colleen Francis FranklinCovey Sales Performance Solutions Thomas A Freese Patricia Fripp Ari Galper General Physics Corporation Jeffrey Gitomer Charles H Green Ford Harding Holden International Chet Holmes Tom Hopkins Huthwaite Inc Imparta Ltd InfoMentis Inc Integrity Solutions Janek Performance Group Inc Tony Jeary Dave Kahle Ron Karr Knowledge Advantage Inc Jill Konrath Dave Kurlan Ron LaVine Kendra Lee Ray Leone Chris Lytle Paul McCord Mercuri International Miller Heiman Inc Anne Miller Dr Ivan Misner Michael Macedonio Sharon Drew Morgen Napoleon Hill Foundation Michael Oliver Rick Page Anthony Parinello Michael Port Porter Henry Prime Resource Group Inc Neil Rackham Revenue Storm Linda Richardson Keith Rosen Frank Rumbauskas Sales Performance International Inc Sandler Training Dr Tom Sant Stephan Schiffman Dan Seidman Blair Singer Terri Sjodin Art Sobczak Drew Stevens PhD STI International The Brooks Group The Friedman Group The TAS Group Brian Tracy ValueSelling Associates Wendy Weiss Jacques Werth Floyd Wickman Wilson Learning Dirk Zeller Tom Ziglar Zig Ziglar      Start and Market a Successful Private Practice ,      **Business Principles for Legal Nurse Consultants** Patricia W. Iyer MSN RN LNCC,Jan Aken,Kathie W. Condon,2005-08-12 With the interdisciplinary challenges required of legal nurse consulting starting a business in this field requires yet another set of tools knowledge of running a business In this book successful practicing LNCs share the benefit of their rich experience in starting up and maintaining an LNC business They discuss developing a business plan suggestions for marketing and advertising building a Web site technology issues employees and contractors maintaining cash flow navigating the ethical minefield managing change developing and strengthening relationships with attorneys and the role as an expert witness This authoritative guide is a must for meeting the challenges of a new 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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## **Table of Contents Rain Making The Professionals Guide To Attracting New Clients**

1. Understanding the eBook Rain Making The Professionals Guide To Attracting New Clients
  - The Rise of Digital Reading Rain Making The Professionals Guide To Attracting New Clients
  - Advantages of eBooks Over Traditional Books
2. Identifying Rain Making The Professionals Guide To Attracting New Clients
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Rain Making The Professionals Guide To Attracting New Clients
  - User-Friendly Interface
4. Exploring eBook Recommendations from Rain Making The Professionals Guide To Attracting New Clients
  - Personalized Recommendations
  - Rain Making The Professionals Guide To Attracting New Clients User Reviews and Ratings

- Rain Making The Professionals Guide To Attracting New Clients and Bestseller Lists
- 5. Accessing Rain Making The Professionals Guide To Attracting New Clients Free and Paid eBooks
  - Rain Making The Professionals Guide To Attracting New Clients Public Domain eBooks
  - Rain Making The Professionals Guide To Attracting New Clients eBook Subscription Services
  - Rain Making The Professionals Guide To Attracting New Clients Budget-Friendly Options
- 6. Navigating Rain Making The Professionals Guide To Attracting New Clients eBook Formats
  - ePub, PDF, MOBI, and More
  - Rain Making The Professionals Guide To Attracting New Clients Compatibility with Devices
  - Rain Making The Professionals Guide To Attracting New Clients Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Rain Making The Professionals Guide To Attracting New Clients
  - Highlighting and Note-Taking Rain Making The Professionals Guide To Attracting New Clients
  - Interactive Elements Rain Making The Professionals Guide To Attracting New Clients
- 8. Staying Engaged with Rain Making The Professionals Guide To Attracting New Clients
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Rain Making The Professionals Guide To Attracting New Clients
- 9. Balancing eBooks and Physical Books Rain Making The Professionals Guide To Attracting New Clients
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Rain Making The Professionals Guide To Attracting New Clients
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Rain Making The Professionals Guide To Attracting New Clients
  - Setting Reading Goals Rain Making The Professionals Guide To Attracting New Clients
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Rain Making The Professionals Guide To Attracting New Clients
  - Fact-Checking eBook Content of Rain Making The Professionals Guide To Attracting New Clients
  - Distinguishing Credible Sources

13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
14. Embracing eBook Trends
  - Integration of Multimedia Elements
  - Interactive and Gamified eBooks

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