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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 reproducible tools and templates The Rainmaker s Toolkit shows how to find the gold hidden within every company

The Rainmaker's Curse: A Kenyan Song of Sacrifice Morgan Calderon, **The Rainmaker** John Grisham, 2005-09-27 1 NEW YORK TIMES BESTSELLER A taut and terrific page turner Entertainment Weekly from the master of the courtroom thriller Great fun to read The complex plotting is Grisham s major accomplishment Los Angeles Times In development as a USA Network series starring John Slattery It s summer in Memphis The sweat is sticking to Rudy Baylor s shirt and creditors are nipping at his heels Once he had aspirations of breezing through law school and punching his ticket to the good life Now he doesn t have a job or a prayer except for one an insurance dispute that leaves a family devastated and opens the door for a lawsuit if Rudy can find a way to file it By the time Rudy gets to court a heavyweight corporate defense team is there to meet him And suddenly he s in over his head plunged into a nightmare of lies and legal maneuverings A case that started small is exploding into a thunderous million dollar war of nerves skill and outright violence a fight that could cost one young lawyer his life or turn him into the biggest rainmaker in the land

Kings of Disaster Simon Simonse, 2023-11-27 This study of the rainmakers of the Nilotic Sudan means a breakthrough in anthropological thinking on African political systems Taking his inspiration from Rene Girard s theory of consensual scapegoating the author shows that the long standing distinction of states and stateless societies as two fundamentally different political types does not hold Centralized and segmentary systems only differ in the relative emphasis put on the victimary role of the king as compared with that of enemy victims Kings of Disaster so proposes an uninvolved solution to the vexed problem of regicide Recent cases occurring during the great drought of the mid 1980 s are described and analyzed Making simultaneous use of first hand field data and archival sources the book offers the first presentation of five Nilotic communities on the East Bank of the Nile This study offers a new perspective on the role of violence in the structuring of society

New York Magazine, 1997-12-08 New York magazine was born in 1968 after a run as an insert of the New York Herald Tribune and quickly made a place for itself as the trusted resource for readers across the country With award winning writing and photography covering everything from politics and food to theater and fashion the magazine s consistent mission has been to reflect back to its audience the energy and

excitement of the city itself while celebrating New York as both a place and an idea Patricia Ann Lynch,2004-01-01 Designed specifically for young readers the Mythology A to Z series explores the world s most important myths and legends in an accessible and entertaining manner Each volume includes vividly written entries on the major figures places stories objects and themes of a given mythology A vast continent Africa is the home of the first humans and the birthplace of many cultures ranging from nomadic bands to farmers to sophisticated civilizations With four major language families and myriad peoples Africa is also the source of a diverse and engaging body of myth African Mythology A to Z is a clearly written reference guide to this lore Containing 42 illustrations two maps a time line a bibliography an index and extensive cross references African Mythology A to Z is a comprehensive and accessible reference guide for anyone interested in learning more about various African myths traditions and beliefs **Heimatkunde** Mairéad Nic Craith,Katerina Strani,Alastair Mackie,2023-01-01 An integrative Heimatkunde defined as the holistic study of localities and regions has been a core interest in Ullrich aka Ulli Kockel s research since he first graduated with a double primary in 1984 Frequently described as an interdisciplinary and sometimes undisciplined academic his research draws liberally on art geography human ecology philosophical anthropology political economy and social anthropology with its primary focus located in the field of Empirical Cultural Science European ethnology The contributions to this collection celebrate Ulli s explorations of place and belonging at different junctures on his quest for Heimatkunde Laid out in four thematic sections Borders Regions and Frontiers Human Ecology Creative Ethnology and Memories they feature creative work along with research essays Given Ulli s love of cooking and food we describe our offering as a feast script *The Boundless Sea* Gary Y. Okihiro,2019-09-24 The last book in a trilogy of explorations on space and time from a preeminent scholar The Boundless Sea is Gary Y Okihiro s most innovative yet Whereas Okihiro s previous books *Island World* and *Pineapple Culture* sought to deconstruct islands and continents tropical and temperate zones this book interrogates the assumed divides between space and time memoir and history and the historian and the writing of history Okihiro uses himself from Okinawan roots growing up on a sugar plantation in Hawai i researching in Botswana and teaching in California to reveal the historian s craft involving diverse methodologies and subject matters Okihiro s imaginative narrative weaves back and forth through decades and across vast spatial and societal differences theorized as historical formations to critique history s conventions Taking its title from a translation of the author s surname The Boundless Sea is a deeply personal and reflective volume that challenges how we think about time and space notions of history Nation, power and dissidence in third generation Nigerian poetry in English E. Egya,2019-04-12 *Nation Power and Dissidence in Third Generation Nigerian Poetry in English* is a theoretical and analytical survey of the poetry that emerged in Nigeria in the 1980s Hurt into poetry the poets collectively raise aesthetics of resistance that dramatises the nationalist imagination bridging the gap between poetry and politics in Nigeria The emerging generation of poetic voices raises an outcry against the repressive military regimes of the 1980s and 1990s Ingrained in the tradition of protest

literature in Africa the third generation poetry is presented here as part of the cultural struggles that unseat military despotism and envisage a democratic society

Jungian Reflections on September 11 Luigi Zoja, Donald Williams, Seldom has an event in the world had such a pervasive and all encompassing effect as the brutal terrorist attacks on New York and Washington in September 2001 Has our world become a different place as a result If so in what ways Along with the tragic aspects what might this global nightmare have to give us the human inhabitants of this world What is there for us to acknowledge and what old and new wounds have been opened Beyond the obvious scars what sort of a legacy has it left behind These big questions and many more face us now in the aftermath In this book the highly complex incident of 911 is circled and examined from many angles by a variety of writers who all share a training in depth psychology What might a psychotherapist or depth psychologist perceive in this eruption of shocking contents Contents September 11 Transatlantic Reflections by Luigi Zoja Islamic Terrorism by Wolfgang Giegerich The Motivation of Terrorists by Adolf Guggenbuhl Craig The Terror and The Temple by Victor Pierre Stirnimann September 11 The Need for a Safe Place by Verena Kast From Wahhabism to Talibanism by Hechmi Dhaoui Ground Zero A Reading by James Hillman Religion's Role in the Psychology of Terrorism by Ann Belford Ulanov Stories About Stories by Donald Williams With a Preface by Robert Hinshaw **Reel Justice** Paul Bergman, Michael Asimow, 2006-04 Publisher Description *Marketing Your Consulting Services* Elaine Biech, 2003-09-22 To keep your competitive edge in the marketplace you must find practical and inexpensive ways to retain the clients you have develop new clients and increase your bottom line *Marketing Your Consulting Services* is a complete how to guide that will help you develop and implement a dynamic marketing plan that will make your consulting business more visible to clients and more competitive in the marketplace Written by Elaine Biech one of the foremost experts in the field of consulting this practical and easy to use resource includes useful guidance practical ideas special consulting considerations and creative tips *Marketing Your Consulting Services* is filled with the information you need to help you Develop a successful marketing plan Understand the marketing ins and outs of a small consulting firm Find new clients Get your clients to refer you to other clients Implement inexpensive and effective marketing tools Develop creative marketing ideas Retain the clients you have today Biech urges you to develop a market all the time attitude and to help you get started she recommends hundreds of ideas that can be easily implemented In addition the book's Fast Fourteen To Do Today are suggestions you can put immediately into practice to help jump start your business Written to be a hands on resource *Marketing Your Consulting Services* also includes Quick tips throughout each chapter for easy reference *Marketing Your Consulting Services* offers you the practical tools and helpful suggestions necessary to market and sell your consulting services It includes everything a consultant needs to know about marketing to be and stay successful *The 100 Best Business Books of All Time* Jack Covert, Todd Sattersten, Sally Haldorson, 2016-08-02 Thousands of business books are published every year Here are the best of the best After years of reading evaluating and selling business books Jack Covert

and Todd Sattersten are among the most respected experts on the category Now they have chosen and reviewed the one hundred best business titles of all time the ones that deliver the biggest payoff for today's busy readers The 100 Best Business Books of All Time puts each book in context so that readers can quickly find solutions to the problems they face such as how best to spend The First 90 Days in a new job or how to take their company from Good to Great Many of the choices are surprising you'll find reviews of Moneyball and Orbiting the Giant Hairball but not Jack Welch's memoir At the end of each review Jack and Todd direct readers to other books both inside and outside The 100 Best And sprinkled throughout are sidebars taking the reader beyond business books suggesting movies novels and even children's books that offer equally relevant insights This guide will appeal to anyone from entry level to CEO who wants to cut through the clutter and discover the brilliant books that are truly worth their investment of time and money *All of Me* Jos Willems, 2006-04-30 Louis Satchmo Armstrong was not only jazz's greatest musician and innovator but also arguably its most famous entertainer and the frontal figure in the development of contemporary popular music Overcoming social and political obstacles he created a long and impressive career and an enormous musical output Now his ground breaking musical career is amassed and detailed in this discography of all his works from professionally made commercial releases to amateur and unissued recordings All of Me is a comprehensive chronological discography born out of love and admiration for Louis Armstrong and devotion to years of collecting his musical accomplishments Author Jos Willems has meticulously compiled all of Satchmo's known recordings both studio and live performances and with assistance from internationally renowned specialists has assembled an impressively detailed accurate and complete listing This volume is superbly formatted and presented logically organized and thoroughly indexed by song title and individual Researchers collectors and enthusiasts can easily look up any detail of a recording issues and releases of particular songs publishing companies producers catalog numbers dates times and locations of recordings musicians Armstrong played with and format be it 78 or 45 RPM records LPs CDs or media appearances Every detail of Armstrong's career is listed in this impressive volume shedding light on the enormity of his impact on jazz and popular culture This is the ultimate reference guide for the complete works of Louis Armstrong

Historical Dictionary of Contemporary American Theater: 1930-2010 James Fisher, 2011-06-01 From legends like Eugene O'Neill Tennessee Williams and Arthur Miller to successful present day playwrights like Neil LaBute Tony Kushner and David Mamet some of the most important names in the history of theater are from the past 80 years Contemporary American theater has produced some of the most memorable beloved and important plays in history including Death of a Salesman A Streetcar Named Desire Barefoot in the Park Our Town The Crucible A Raisin in the Sun and The Odd Couple Historical Dictionary of Contemporary American Theater presents the plays and personages movements and institutions and cultural developments of the American stage from 1930 to 2010 a period of vast and almost continuous change It covers the ever changing history of the American theater with emphasis on major movements persons plays and events This is done

through a chronology an introductory essay an extensive bibliography and over 1 500 cross referenced dictionary entries This book is an excellent access point for students researchers and anyone wanting to know more about the history of American theater 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 **How to Win Client Business When You Don't Know Where to Start** Doug Fletcher,2021-10-26 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 **Transrational Resonances** Josefina Echavarría Alvarez,Daniela Ingruber,Norbert Koppensteiner,2018-02-28 This book comprehensively gathers the current academic literature field expertise and artistic developments on Wolfgang Dietrich s Many Peaces theory in the ways it has been conceptualized and practiced by peace and conflict workers around the world Both scholars and practitioners challenge and creatively explore the field of transrational peace philosophy contributing their insights on elicitive methods and conflict mapping The book is further enriched by artistic perspectives on integrative approaches to theatre for living and intercultural soundscapes The articles collected here respond with innovative strength and vigor to the worldwide need for further research on peace and for practical approaches to conflict transformation This book therefore equally appeals to scholars peacebuilders and practitioners as well as artists engaged in conflict transformation *Soft Skills for the*

Professional Services Industry Andreas Creutzmann, 2022-05-04 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 will 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 will 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 are not 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

Food Insecurity and the Social Division of Labour in Tanzania, 1919-85 D. Bryceson, 1990-07-08 Most studies of famine and the African food crisis stress how the socio economic context influences the occurrence of food shortages By contrast this book argues that food insecurity itself influences the social and economic organization of the society Through this approach the author provides a new

interpretation of the causes and consequences of Tanzania's present economic crisis. The book examines the effects of changing food availability on the functioning of the state, the market, and clientage networks over the past seven decades. The conclusion is that clientage is no less important than the state and market as an organizational force in Tanzanian society, and under heightened food insecurity, the state and market lose ground to clientage.

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