

AUDIO RENAISSANCE

SECRETS OF THE
GREAT
RAINMAKERS

*Proven
Techniques
From the
Business Pros*



JEFFREY J. FOX

BY THE BESTSELLING AUTHOR OF *HOW TO BECOME A RAINMAKER*

Secrets Of The Great Rainmakers Proven Techniques From The Business Pros

Clemens Wendtner



Secrets Of The Great Rainmakers Proven Techniques From The Business Pros:

Secrets of Great Rainmakers Jeffrey J. Fox,2006-03-01 In Secrets of Great Rainmakers you ll learn how to outsmart the competition and set yourself apart from the pack In over 50 interviews with industry leaders from a wide variety of fields bestselling author Jeffrey J Fox will share the proven techniques and hard won wisdom that have helped great rainmakers get ahead along with his trademark brand of counterintuitive insight and commentary that have made his books so popular

Waves of Change Clu Ohlson,2009-01-01 **Books Out Loud** ,2007 *California Cultivator* ,1912 **California Law Business** ,1998-07 *Los Angeles Lawyer* ,1999 **Forthcoming Books** Rose Arny,1989 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 reproducible tools and templates The Rainmaker s Toolkit shows how to find the gold hidden within every company **Creating Rainmakers** Ford Harding,1998 Based on over 100 interviews with principals in professional firms including many of today s preeminent rainmakers Creating Rainmakers shows readers how to turn a professional staff into a powerful team of sales winners The book cover generating leads building s strong network of contacts mastering a variety of sales techniques and plenty more

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