

MAKING RAIN

The Secrets of
Building Lifelong
Client Loyalty



Andrew Sobel

*Author of *Winning the Business of Life**

Making Rain The Secrets Of Building Lifelong Client Loyalty

**Jay Conrad Levinson, Michael W.
McLaughlin**



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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

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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

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broad categories however there are many details including professional standards and documents that are unique to the profession of architecture

Business and Religion Eugenio Andrés Marchiori, 2025-06-24 This book explores the connections between Christian religions and businesses It examines how companies adopt tools traditionally used by churches to manage culture strategy and values while also exploring how churches leverage business strategies to achieve similar objectives The author analyzes the mechanisms of influence both institutions use to internalize the soul of their organizations including marketing systems supported by real world case studies Later he shows how companies like Coca Cola behave like secular religions He then compares how religious organizations such as the Catholic Church the Willow Creek Community Church and the Jesuit Order employ influence and business strategies similar to those of corporations like McDonald s Mary Kay and the consulting firm McKinsey Co By examining these parallels this work reveals that business corporations and churches operate in fundamentally similar ways Lastly this volume estimates the monetary dimensions of what the author refers to as the salvation market As society has become more demanding of corporate behavior companies have responded by developing new areas such as human resources to improve employee conditions marketing to attract customers and talent and the concept of stakeholders which gave rise to a focus on ethical considerations such as corporate social responsibility CSR as well as diversity and inclusion initiatives The culmination of this process today is a strong emphasis on sustainability showing how these new ethical values have gained prominence Exploring organizational dynamics through a sociological lens this book will appeal to researchers interested in organizational behavior strategy and marketing who seek to learn about the cultural dynamics of business and religious organizations

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Business Law Today, 2003

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