

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

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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

Power Questions to Win the Sale Andrew Sobel, 2013-04-03 Use the power of questions to accelerate your sales process and gain client commitment Skillfully build rapport Establish your credibility Uncover a client s issues Determine if your prospect is really ready to buy Get commitment to a next step Power Questions to Win the Sale provides specific strategies and techniques to help you successfully manage the most common challenges in sales For each step in the sales process it gives you a series of thoughtful questions that will help you rapidly turn a contact into a client Drawing on the author s bestselling Power Questions this short e book shows you how to Sequence your agenda and use questions at the right moments in the sales process Establish yourself as an expert through credibility building questions rather than slide presentations Draw out the client s agenda of essential priorities and goals Position your proposal to win by meeting eight key preconditions before you submit it Unblock a sale that is stalled Power Questions to Win the Sale is a practical roadmap for balancing advocacy and inquiry during the sales process and winning new business more consistently and confidently

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

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

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

Power Questions to Build Clients for Life Andrew Sobel, 2013-04-12 Use the power of questions to deepen and grow your client relationships The right question can shift a conversation from the analytical to the emotional from the details to the big picture and from the past to the future The result Deeper client knowledge more intimate relationships and a clear understanding of how you can add more value Power Questions to Build Clients for Life shows how to use strategic questions to implement nine essential clients for life strategies You ll learn How to select the right clients to begin with Growth strategies to broaden your relationships Techniques for building personal relationships with your clients Powerful questions to help you connect in the C Suite Ten questions you must ask your clients every year in order to assess your relationship health Power Questions to Build Clients for Life gives you both the strategies and the key questions to develop trusted partnerships with your most important clients

Power Questions Andrew Sobel, Jerold Panas, 2012-02-07 An arsenal of powerful questions that will transform every conversation Skillfully redefine problems Make an immediate connection with anyone Rapidly determine if a client is ready to buy Access the deepest dreams of others Power Questions sets out a series of strategic questions that will help you win new business and dramatically deepen your professional and personal relationships The book showcases thirty five riveting real conversations with CEOs billionaires clients colleagues and friends Each story illustrates the extraordinary power and impact

of a thought provoking incisive power question To help readers navigate a variety of professional challenges over 200 additional thought provoking questions are also summarized at the end of the book In Power Questions you ll discover The question that stopped an angry executive in his tracks The sales question CEOs expect you to ask versus the questions they want you to ask The question that will radically refocus any meeting The penetrating question that can transform a friend or colleague s life A simple question that helped restore a marriage When you use power questions you magnify your professional and personal influence create intimate connections with others and drive to the true heart of the issue every time *Business Law Today* ,2003 **Leading Organizational Learning** Frances Hesselbein Leadership Institute,2004-03-11 Leading Organizational Learning brings together today s top thinkers in organizational learning including Jon Katzenbach Margaret J Wheatley Dave Ulrich Calhoun W Wick Beverly Kaye and other thought and industry leaders This handbook helps business government and nonprofit leaders understand how to master learning and knowledge sharing within their organizations This one of a kind volume is filled with chapters that directly address the most current ideas concepts and practices on the topic of organizational learning Acclaimed authors world renowned thought global and industry leaders managing directors and presidents of leading organizations have contributed their original essays to this provocative collection Leading Organizational Learning Offers ten guidelines to help key employees and knowledge workers do a better job of influencing upper management Demonstrates the best way to move ideas through an organization Outlines the principles that facilitate knowledge management Explains how people learn on the job Discusses how larger organizations can leverage their bigness Proposes a method of knowledge mapping to effectively organize and use knowledge in decisionmaking Outlines the knowledge and attributes integral to the success of today s executives Discusses passing knowledge from person to person Explains how consultants can help organizations develop ideas Debunks the myths and explores the realities of knowledge management **Engineering Inc** ,2005 FYI Michael M. Lombardo,2004 **The Publishers Weekly** ,2003 **Harvard Business Review** ,2003 **The British National Bibliography** Arthur James Wells,2004 **Mejor no hablar de ciertas cosas** Andrés Hatum,Eugenio Marchiori,2025-06-12 Este no es un libro de moral ni de tica Es un libro sobre pol tica en las organizaciones Porque la pol tica empieza donde terminan los principios Es pragmatismo en estado puro hacer que las cosas sucedan entender los juegos de poder sobrevivir y triunfar en ese realismo salvaje Aqu nadie se escandaliza con Maquiavelo Como l simplemente describimos lo que ocurre cuando las personas mandan negocian manipulan y construyen poder Sin embargo en las empresas es mejor no hablar de esas cosas El poder la influencia los favoritismos la trastienda de las decisiones temas tab es que muchos prefieren barrer bajo la alfombra mientras se disfrazan de carmelitas descalzas Con crudeza pero tambi n con suma lucidez los autores ofrecen al lector una linterna para recorrer ese territorio insoslayable donde no basta con ser bueno tambi n hay que ser pol ticamente inteligente **Mercado De La Salvación, El** Eugenio Marchiori,2021-11-01 Las estrategias y artefactos culturales que usan las

organizaciones exitosas para bajar a tierra su visi3n y su misi3n suelen mantenerse a buen recaudo Es necesario descubrir aquello que no se ve a primera vista a veces con toda intenci3n pero que las mantiene con vida Este libro est compuesto por seis ensayos independientes que pueden ser le dos en el orden que el lector prefiera Tratan sobre las correspondencias y semejanzas secretas o mal asumidas que existen entre las empresas y las instituciones religiosas consideradas desde una perspectiva sociol3gica Hay secciones dedicadas al marketing desde una ptica pr ctica diferente a la estrictamente acad mica a la estrategia al cambio y a la cultura organizacional Qu tienen en com3n la Iglesia cat3lica McDonald s la consultora estrat gica McKinsey la Compa a de Jes s y varias otras corporaciones globales de primer nivel Sin duda m s de lo que un desprevenido lector podr3a suponer Tal como apunta el doctor Andr s Hatum autor del pr logo Esta obra nos ense a que organizaciones milenarias como las religiosas aqu presentadas han influido e influyen enormemente en la historia de las empresas tal como las conocemos hoy sacerdotes managers visitas a domicilio de curas o de vendedoras de cosm ticos lay outs de iglesias y supermercados Todo se entremezcla en una obra desbordante de paralelismos y similitudes *Middlebury Magazine* ,2003

1,001 Ways to Keep Customers Coming Back Donna Greiner, Theodore B. Kinni, 2011-07-20 Sure Fire Can t Miss Tips Techniques and Ideas for Building Lifelong Customer Loyalty Imagine having the customer service secrets of the world s most successful businesses right at your fingertips With this book you can Authors Donna Greiner and Theodore Kinni spent five years uncovering how Nordstrom Southwest Airlines Ritz Carlton American Express and other world class companies keep their customers for life The result is 1 001 timely entertaining and brilliantly inventive customer retention ideas Inside you ll discover the secrets to Creating products services tailored to your customers needs Recognizing and rewarding your most profitable trophy customers Using three kinds of guarantees to build customer trust Turning first time customers into frequent buyers And much more *It Starts With Clients* Andrew Sobel, 2020-03-31 World renowned client relationship authority shows you how to dramatically grow your business by mastering fourteen critical client development challenges Andrew Sobel author of the international bestsellers Clients for Life and Power Questions offers a proven 100 day plan for conquering 14 tough client development challenges and growing your client base in any market conditions He s encapsulated 25 years of unique research including personal interviews with over 8000 top executives and successful rainmakers into a practical roadmap for winning more new clients and growing your existing relationships You ll learn specific strategies to move confidently and predictably from a first meeting to a signed contract and discover the agenda setting techniques that create a steady stream of sole source business You ll master the art of reframing client requests leading to broader higher impact engagements You ll dramatically sharpen your ability to ask the powerful questions that can transform your client relationships And you ll learn to develop advisory relationships with influential C suite executives Andrew illustrates each weekly challenge with real life examples drawn from thousands of executive meetings He shares success strategies from having grown and led three highly successful professional service businesses

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