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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

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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,2006-09-29 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

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