

Rainmaker The

John Grisham

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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 reproducable tools and templates The Rainmaker's Toolkit shows how to find the gold hidden within every company Curse: A Kenyan Song of Sacrifice Morgan Calderon, Reel Justice Paul Bergman, Michael Asimow, 2006-04 Publisher Description 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 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 guest 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 **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 discribed 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 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 <u>Jungian Reflections on September 11</u> 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 Guggenb hl 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 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 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 quidance 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

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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 Path to the Soul Ashok Bedi, 2000-09-15 A Jungian psychoanalyst offers a Hindu spin on therapy challenging readers to rethink childhood conflict and marital strife in terms of karma and dharma Publishers Weekly Path to the Soul provides an important evolutionary leap in the rapidly evolving understanding of our psychological and spiritual essence Drawing from Hindu and Christian spiritual wisdom biological medicine psychiatric technique and over twenty five years of clinical experience Dr Bedi has created a highly effective and integrated treatment approach to problems associated with both medical and psychiatric illness He explains the Hindu concepts of maya karma and dharma and builds a bridge between psychological disease and our intrinsic hunger for spiritual union Each symptom is seen as a crucial whisper from our soul and if we understand its message it can lead us to psychological balance Dr Bedi guides us through the process of Kundalini diagnosis showing how the use of life events medical or psychiatric symptoms relationship strengths and problems and life goals and aspirations can help us determine our dominant and auxiliary chakras Since our chakras are focal points where physical emotional developmental and spiritual forces intersect they provide a paradigm that usefully links physical psychological developmental and spiritual dimensions He explains how he has successfully helped many patients correct imbalances by learning to access and strengthen this energy Throughout this book there are numerous examples of how Dr Bedi s patients have discovered what each individual eventually has to recognize that our fulfillment satisfaction wholeness and harmony can be reawakened when we touch the spark of divine light glowing within Selling Your Expertise Robert Chen, 2022-04-12 Wall Street Journal bestseller Build your book of business and sell more services with this expert guide for knowledge professionals How do rainmakers consistently and continuously sell their ideas and grow their client base What is the secret to their ongoing success Whether they are in accounting consulting investment banking law or any other type of professional service it s not just their knowledge experience and unique services that set them apart They succeed by adopting the mindset mastering the strategies and employing the tactics at the heart of rainmaking In Selling Your Expertise The Mindset Strategies and Tactics of Successful Rainmakers veteran communications sales and leadership consultant Robert Chen provides a practical guide to selling knowledge based services in a market that demands credibility and subject matter authority Chen and his colleagues at Exec Comm have helped hundreds of thousands of professionals learn to sell influence and negotiate more effectively This book condenses Chen's first hand experience and over 40 years of Exec Comm's best sales advice along with interviews

featuring other successful rainmakers from a variety of professions and industries Whether you re a national practice partner at a Big Four consulting firm or an independent attorney just starting out this book equips you with the real life knowledge you need to Develop a client focused mindset to help build a thriving book of business Use effective strategies to find your ideal prospects and turn them into long term clients using concrete metrics to assess whether you re on the right track Apply practical tactics to build a trusted reputation sharpen communication skills manage the challenges of not having enough time to sell and push beyond obstacles The perfect book for consultants investment bankers lawyers research analysts and accountants Selling Your Expertise is an invaluable resource for any professional who makes a living by selling solutions to their clients most pressing needs You, Only Better Nicholas Bate, 2013-10-03 If you want to be happy fulfilled and energised its probably best not to obsess over being THE best Why not focus on doing YOUR best You don't need to completely transform yourself and become a shining beacon of wonderment and astonishing success you should remain you just a better version You Only Better is all about discovering what you re good at and focusing on that It's about deciding what it is you really want from life and learning how to reach your full potential Packed with the author's hand drawn illustrations helpful guotes mini case studies and Q As you ll learn how to change your mindset for the better and think positively take action to achieve your goals fight against fatigue and get motivated and achieve long lasting happiness and contentment You Only Better offers techniques and methods for Gaining energy and focus Managing your time effectively Setting your goals Honing your thinking and mindset Dealing with pressure and stress Making smart decisions Thinking creatively to solve problems Actually taking action and keeping up the momentum **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 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

Rainmaker The: Bestsellers in 2023 The year 2023 has witnessed a noteworthy surge in literary brilliance, with numerous engrossing novels enthralling the hearts of readers worldwide. Lets delve into the realm of popular books, exploring the engaging narratives that have charmed audiences this year. Rainmaker The: Colleen Hoovers "It Ends with Us" This heartfelt tale of love, loss, and resilience has captivated readers with its raw and emotional exploration of domestic abuse. Hoover skillfully weaves a story of hope and healing, reminding us that even in the darkest of times, the human spirit can prevail. Rainmaker The: Taylor Jenkins Reids "The Seven Husbands of Evelyn Hugo" This captivating historical fiction novel unravels the life of Evelyn Hugo, a Hollywood icon who defies expectations and societal norms to pursue her dreams. Reids captivating storytelling and compelling characters transport readers to a bygone era, immersing them in a world of glamour, ambition, and self-discovery. Discover the Magic: Delia Owens "Where the Crawdads Sing" This captivating coming-of-age story follows Kya Clark, a young woman who grows up alone in the marshes of North Carolina. Owens crafts a tale of resilience, survival, and the transformative power of nature, entrancing readers with its evocative prose and mesmerizing setting. These top-selling novels represent just a fraction of the literary treasures that have emerged in 2023. Whether you seek tales of romance, adventure, or personal growth, the world of literature offers an abundance of engaging stories waiting to be discovered. The novel begins with Richard Papen, a bright but troubled young man, arriving at Hampden College. Richard is immediately drawn to the group of students who call themselves the Classics Club. The club is led by Henry Winter, a brilliant and charismatic young man. Henry is obsessed with Greek mythology and philosophy, and he quickly draws Richard into his world. The other members of the Classics Club are equally as fascinating. Bunny Corcoran is a wealthy and spoiled young man who is always looking for a good time. Charles Tavis is a quiet and reserved young man who is deeply in love with Henry. Camilla Macaulay is a beautiful and intelligent young woman who is drawn to the power and danger of the Classics Club. The students are all deeply in love with Morrow, and they are willing to do anything to please him. Morrow is a complex and mysterious figure, and he seems to be manipulating the students for his own purposes. As the students become more involved with Morrow, they begin to commit increasingly dangerous acts. The Secret History is a masterful and gripping novel that will keep you guessing until the very end. The novel is a cautionary tale about the dangers of obsession and the power of evil.

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