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JEFFREY J. FOX

Author of *How to Become a CEO* and *How to Become a Great Boss*

HOW TO BECOME A

RAINMAKER

The Rules for Getting and Keeping
Customers and Clients



REVISED
AND
UPDATED

How To Become A Rainmaker The Rules For Getting And Keeping Customers And Clients

Ian Pickup

How To Become A Rainmaker The Rules For Getting And Keeping Customers And Clients:

How To Become A Rainmaker Jeffrey J Fox,2010-08-31 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 **How to Become a Rainmaker** Jeffrey J. Fox,2000 *Secrets of Great Rainmakers* Jeffrey J Fox,2010-07-28 In Secrets of Great Rainmakers you ll learn how to outsmart the competition and set yourself apart from the pack Drawing on over fifty 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 to get ahead along with his trademark brand of counterintuitive insight and commentary that have made his books so popular Jeffrey gets to the heart of the matter and condenses years of rainmaker trial and error into memorable chapters guaranteed to increase sales They ve already been proven Among the secrets you ll find Rainmakers have no competitors You can t sell beer sitting at your desk Take the word price out of your vocabulary Never give a quote How to prepare a presentation This guide is essential reading for anyone wanting to get ahead in business

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running and growing a small business including planning setting up or acquiring a business getting to grips with figures marketing selling online and managing yourself and others Containing over 140 easy to read articles brand new Viewpoints from people who ve been there and done it and lived to tell the tale and an extensive information directory this fully updated guide offers help on all aspects of starting and growing a small business Business 2003 **How to Become**

A Rainmaker Jeffery J. Fox,2010-08-31 **Microsoft Small Business Kit** Joanna L. Krotz,John Pierce,Ben Ryan,2005

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Unveiling the Magic of Words: A Overview of "**How To Become A Rainmaker The Rules For Getting And Keeping Customers And Clients**"

In a world defined by information and interconnectivity, the enchanting power of words has acquired unparalleled significance. Their capability to kindle emotions, provoke contemplation, and ignite transformative change is truly awe-inspiring. Enter the realm of "**How To Become A Rainmaker The Rules For Getting And Keeping Customers And Clients**," a mesmerizing literary masterpiece penned with a distinguished author, guiding readers on a profound journey to unravel the secrets and potential hidden within every word. In this critique, we shall delve into the book's central themes, examine its distinctive writing style, and assess its profound impact on the souls of its readers.

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