

NATIONAL BESTSELLER
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

Liying Dong

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**

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Pushor,2005-04 Mysterious and powerful for decades America s boardrooms have remained closed to all but a handful of director in the club Now former Fortune 500 executives Dorothy Light and Kathleen Pushor reveal an insider s look at what goes on in the boardroom and how you can get ther CEOs and directors of some of America s most prestigious corporations share their stories of what really goes on behind closed doors who gets selected to sit on a board and who doesn t and why being a part of this influential group should be the goal of today s up and coming executives professionals and community leaders *Exporting Automotive Components* ,2003 This guidebook aimed at small and medium sized enterprises SMEs covers various aspects of exporting in the automotive components sector including drawing up a business strategy information sources on industry trends buyers and suppliers ISO quality standards trade channels managing client requirements costing and pricing market research customs and import duties e commerce online procurement packaging and labelling WTO related issues SMEs and intellectual property matters *Mprove* ,2000 **Interfaces** ,2004 Seeks to improve communication between managers and professionals in OR MS **The Sassy Ladies' Toolkit for Start-Up**

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