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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



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

K Morrison

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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 **Good Small Business Guide 2012** Bloomsbury Publishing,2011-10-03 Fully updated for this 6th annual edition the Good Small Business Guide 2012 is packed with essential advice for small business owners or budding entrepreneurs Offering help on all aspects of starting 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 **Good Small Business Guide 2011** Bloomsbury Publishing,2011-02-10 Fully updated for this 5th annual edition the Good Small Business Guide 2011 is packed with essential advice for small business owners or budding entrepreneurs Offering help on all aspects of starting 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 101**,2003 **How to Win Client Business When You Don't Know Where to Start** Doug Fletcher,2021-10-26 Dramatically grow your client base following pragmatic and insightful advice by bestselling author Doug Fletcher How to Win Client Business When You Don t Know Where to Start A Rainmaking Guide for Consulting and Professional Services serves as an invaluable and indispensable guide for everyone in the business of selling professional and consulting services Author Doug Fletcher dives deeply into the five skills required to make it rain Create Your Personal Brand Identity Demonstrate Your Professional Expertise Build Your Professional Ecosystem Develop Trust Based Relationships Practice Everyday Success Habits How to Win Client Business When You Don t Know Where to Start provides a masterclass in teaching the practical techniques and

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Microsoft Small Business Kit Joanna L. Krotz,John Pierce,Ben Ryan,2005 Whether readers are planning a start up or managing an established business they can get the expert advice and tools they need to work smarter and get more done with the help of this business kit from Microsoft The CD ROM includes job aids templates demos evaluation software in depth content for vertical markets and other reference materials

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