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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 Keeping Customers Clients

**S Marginson**

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

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*Consultants & Consulting Organizations Directory* Cengage Gale, 2009-05-12

**Tools & Techniques of Practice Management**, 2004 **Books Out Loud**, 2007 The Sassy Ladies' Toolkit for Start-Up Businesses Michelle Girasole, Wendy Hanson, Miriam Perry, 2009 Starting a business is serious stuff but it doesn't have to be dull. Not when you have the resources of The Sassy Ladies. They share their own experiences as well as rich insights of other solopreneurs who have learned valuable lessons running their businesses. The Sassy Ladies Toolkit for Start Up Businesses is a reference guide and workbook designed to get your business from the dream stage to the oh my gosh I'm running my own business stage all from women who have been there.

**Business** Perseus Publishing, 2002-08-15 A landmark in reference publishing this resource covers virtually every aspect of the world of business. It contains clear, concise text plus profiles of 150 countries and biographies of management pioneers. Includes 150 maps and 700 illustrations.

**Forthcoming Books** Rose Arny, 2002-04 *Into the Boardroom* D. K. Light, Katie S. 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.

**Improve**, 2000 **Interfaces**, 2004 Seeks to improve communication between managers and professionals in OR/MS.

**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.

*Consultants & Consulting Organizations Directory: Descriptive listings and indexes*, 2009 The Publishers Weekly, 2003 Words on Cassette, 2002 R R Bowker Publishing, 2002

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