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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

**Jianjun Gao**



## **How To Become A Rainmaker The Rules For Getting Keeping Customers 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 *Australian Management Essentials* Neil Flanagan, Jarvis Finger,2019-06-01 *Australian Management Essentials* is the most comprehensive book about management available This invaluable reference covers all topics essential to senior managers front line managers and supervisors Hundreds of step by step solutions are presented in a uniquely accessible structure along with proven leadership tactics and expert management tips Discover everything that the Australian manager needs to know in order to manage and lead effectively in the workplace *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 *The 100 Best Business Books of All Time* Jack Covert,Todd Sattersten,2011-11-01 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 Hairball* but not Jack Welch s memoir At the end of each review Jack and Todd direct readers to other books both inside and outside *The 100 Best* And sprinkled throughout are sidebars taking the reader beyond business books suggesting movies

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