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## SECRETS OF GREAT RAINMAKERS: THE KEYS TO SUCCESS AND ...

As the title indicates, "Secrets of Great Rainmakers: The Keys to Success and Wealth" is pretty much an expanded list of techniques and lessons learned from "rainmakers" (or successful salespeople) throughout their years selling various products and services in various industries.

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Concrete Examples – You ' ll get practical advice illustrated with examples of real-world applications or anecdotes. Eloquent – You ' ll enjoy a masterfully written or presented text. Engaging – You ' ll read or watch this all the way through the end. Eye opening – You ' ll be offered highly surprising insights.

## Secrets of Great Rainmakers Free Summary by Jeffrey J. Fox

Secrets of the Great Rainmakers. In companies that use salespeople to sell directly to customers, rainmakers are the people who bring in the business. Rainmakers bring in big revenues, big money. Rainmakers bring in new revenues, new customers. Rainmakers sell new applications, new products, and price increases. Rainmakers make the cash register ring.

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## Secrets of the Great Rainmakers

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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"Secrets of Great Rainmakers," like Fox's other books, is written in an easy-to-read style with short chapters that get straight to the point - fast. There's no excess drivel used as filler. My copy is now highlighted to the max, and I'll refer back to it with regularity.

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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

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With this guide is essential reading for anyone wanting to get ahead in business.

A bestselling business book guru offers rainmaking wisdom and advice from top professionals so that readers can apply their winning principles to their own careers.

Now Updated and with New Success Tips for Everyone, at Any Level! Vision, persistence, integrity, and respect for everyone in the workplace--these are all qualities of successful leaders. But Jeffrey J. Fox, the founder of a marketing consulting company, also gives these tips: never write a nasty memo, skip all office parties, and overpay your people. These are a few of his key ways to climb the corporate ladder.

Now Updated and with New Success Tips! The Great Boss Simple Success Formula: Companies Do What the Boss Does Groom 'Em, or Broom 'Em Hire Slow, Fire Fast Don't Be Tired The Rule of the Ds Delegate Down, Down, Down Don't Hire a Dog and Bark Yourself Don't Shoot from the Lip Never Be Little, Never Belittle Listen to Phonies, Fools, and Frauds Don't Check Expense Accounts "Quit" Is for Scrabble® It's Okay to Be Quirky Did you ever have a great boss? Everyone should have one, but not enough people do. If you're a boss, or hope to become one, or have a less-than-great boss, then this is the book that could change your career--and your life. In times like these, being a great boss can be harder than ever. If you want surprising and useful advice on how to handle the tough

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stuff--from having to fire a long-time employee to being a new boss with a demoralized team--the stories, observations, and advice contained in this gem of a book will set your feet in the right direction. And if you just want advice on living up to the legend who preceded you in the job, or even ways to emulate someone who was a great boss to you, Jeffrey Fox has gathered anecdotes from some of the mightiest and most respected bosses in America. The bestselling author who brought you *How to Become CEO* and *How to Become a Rainmaker* knows the territory about which he speaks. Fox is the master of the counterintuitive angle. For every boss who has implied "I know what's best, that's why I'm the boss," Fox counsels, "Listen to Phonies, Fools, and Frauds" and "Don't Check Expense Accounts." His stories from bosses who have cared equally for employees' lives and the bottom line will inspire you to see that profit counts, but so do camaraderie, motivation, and a great place to work. In a time of considerable corporate downsizing, it's more important than ever for bosses to surround themselves with motivated employees. Jeffrey Fox's *How to Become a Great Boss* will have a place on the shelves of top brass everywhere who want to remain leaders of their pack.

Every manager of a professional firm realizes that generating leads and landing new clients are critical components of any successful business venture. But transforming accountants, architects, attorneys, consultants, engineers, and other professionals into client-generators is not always easy to do. Divided into two comprehensive parts--*The Rainmaker Model* and *The Elements of Rainmaking--Creating Rainmakers*



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What outlines all the steps you should take to turn your professional staff into a powerful team of sales winners. Filled with in-depth insight and practical advice, this book will show you how to: \* Generate leads \* Build a strong network of contacts \* Master a variety of sales techniques \* Develop capable successors to current rainmakers \* And much more Based on more than 100 interviews with the principals of professional firms, including many of today's preeminent rainmakers, this valuable guide has the information you need to help your company succeed.

RAIN is the first business parable written by bestselling business book author Jeffrey J. Fox. The parable follows a young New England paperboy, named Rain, as he learns the business of being in business and quickly becomes the best paperboy in town. Through a series of humorous poignant vignettes, Jeff illustrates forty "rainmaker" business lessons that can be applied to not only paperboys, but anyone in business and sales. Rain's time as a paperboy proves to be just as valuable as getting an MBA. As with Jossey-Bass' popular Lencioni business fables, the format for Rain includes an actionable business model at the end of the book with instant takeaways and practical advice.

Ever dream of starting your own business? According to USA Today, more than 47 million people want to own their own businesses and over 20 million actually do. In How to Make Big Money in Your Own Small Business, bestselling business author Jeffrey Fox offers sound rules to succeeding in small business, whether you're running a bookstore, consulting business, or restaurant. In short chapters that range

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from administration and cash flow to marketing and hiring, Fox reminds entrepreneurs what's important and what's not, what makes a business succeed, and what causes it to fail.

From best-selling author Jeffrey J. Fox, how the savvy see opportunity -- and capitalize on it Economic downturns separate the winning companies from the struggling. And as best-selling author Jeffrey J. Fox shows, tough times also give solid companies, strong managers, and potential rainmakers the opportunity to seize market share. In this eminently readable, practical resource for business leaders and managers, Fox explains exactly how the savvy few who rise to the top stay focused and alert, get new market share, hire good recently fired talent, increase investments into customer service, speed innovation, train all customer facing people, make acquisitions, get rid of underperformers, build brand names, pay for measurable performance, and lots more. Potential rainmakers, CEOs, marketing superstars, and great bosses have long turned to Jeffrey J. Fox for advice. Now he shows exactly what to do to weather any climate.

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