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**JEFFREY J. FOX**

*Author of How to Become 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

**Chao Zhang**



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

**How to Become a Rainmaker** Jeffrey J. Fox, 2001-12-01 Rainmakers are not born They are made And Jeffrey Fox's powerful *How to Become a Rainmaker* will get you there Now Updated and with New Success Tips Filled with smart tips given in the Fox signature style counter intuitive controversial and practiced this hard hitting collection of sales advice shows readers how to woo pursue and finally win any customer In witty succinct chapters Fox offers surprising daring and totally practical wisdom that will help readers rise above the competition in any company in any field A terrific resource for CEOs as well as anyone looking to distinguish themselves in sales be it books cars or real estate *How to Become a Rainmaker* offers the opportunity to rise above the competition in any company in any field *How to Become a Rainmaker* Jeffrey J. Fox, 2003-09-05 Filled with smart tips given in the Fox signature style this hard hitting collection of sales advice shows how to woo pursue and finally win any customer

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*How to Become A Rainmaker* Jeffery J. Fox, 2010-08-31 *How to Mingle, Network, and Remember Names* Jacqueline Whitmore, 2011-08-30 Previously published as part of Business Class Effective networking and business etiquette require study and practice before they become second nature but both are powerful practical and profitable skills you can use when it most counts to get a job keep a job or succeed on the job It is a set of rules and guidelines that makes your professional relationships more harmonious productive manageable and meaningful International etiquette expert Jacqueline Whitmore provides solid tips and tactics you can implement immediately for making good business connections and keeping them gleaned from the experience of a multitude of successful CEOs and top managers including *Business* 2003

*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

### **Consultants & Consulting Organizations Directory**

Cengage Gale,2009-05-12

**Books Out Loud** ,2007

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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 dorrs 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 Mprove

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managers and professionals in OR MS

Words on Cassette ,2002 R R Bowker Publishing,2002

**Consultants &**

**Consulting Organizations Directory: Descriptive listings and indexes** ,2009

The Publishers Weekly ,2000

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