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*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 Keeping Customers Clients

**R.R. Bowker Company**



## **How To Become A Rainmaker The Rules For Getting Keeping Customers 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 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 becomes 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     The 100 Best Business Books of All Time Jack Covert, Todd Sattersten, Sally Haldorson, 2016-08-02 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 novels and even children s books that offer equally relevant insights This guide will appeal to anyone from entry level to CEO who wants to cut through the clutter and discover the brilliant books that are truly worth their investment of time and money     Business , 2003

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## **How To Become A Rainmaker The Rules For Getting Keeping Customers Clients** Book Review: Unveiling the Magic of Language

In a digital era where connections and knowledge reign supreme, the enchanting power of language has become more apparent than ever. Its capability to stir emotions, provoke thought, and instigate transformation is really remarkable. This extraordinary book, aptly titled "**How To Become A Rainmaker The Rules For Getting Keeping Customers Clients**," published by a highly acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound impact on our existence. Throughout this critique, we will delve to the book is central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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