

NATIONAL BESTSELLER  
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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

**Jacqueline Whitmore**



## **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

*Consultants & Consulting Organizations Directory* Cengage Gale, 2009-05-12     *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     Tools & Techniques of Practice Management , 2004     *Books Out Loud* , 2007     **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 their 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 *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 Forthcoming Books Rose Arny, 2002 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 Words on Cassette, 2002 R R Bowker Publishing, 2002 *The Publishers Weekly*, 2003 **Professional Safety**, 2004 *Guerrilla Tactics for Getting the Legal Job of Your Dreams* Kimm Alayne Walton, 1995 Packed with hundreds of proven strategies that work time and again *American Book Publishing Record* R.R. Bowker Company, 1978

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