

Secrets Of Great Rainmakers The Keys To Success And Wealth

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Secrets of Great Rainmakers: The Keys to Success and ...

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Secrets of Great Rainmakers: The Keys to Success and ...

"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.

Amazon.com: Secrets of Great Rainmakers: The Keys to ...

Rainmakers sell more by relentlessly doing things that other salespeople sometimes do or never do. Here are some "secrets" of the great rainmakers: Secret One. They carefully and thoroughly do precall homework and pre-call planning for every sales call on a decision maker. They spend at least three hours planning a 15-minute sales call.

Secrets of the Great Rainmakers

Among the secrets, you'll find: - Rainmakers have 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 the Great Rainmakers | Jeffrey J. Fox | Macmillan

Secrets of Great Rainmakers : The Keys to Success and Wealth, Hardcover by Fox, Jeffrey J., ISBN 1401301576, ISBN-13 9781401301576, Brand New, Free shipping The business guru brings together keen insights, wisdom, winning principles, and proven techniques for success in the business world, ranging from "prepare to be lucky" to "relationships are bunk."

Secrets of Great Rainmakers : Jeffrey J Fox : 9781401301576

In SECRETS OF THE GREAT RAINMAKERS you'll learn how to outsmart the competition and set yourself apart from the pack. In over 50 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 get ahead, ...

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Secrets of Great Rainmakers: The Keys to Success and ...

Secrets of Great Rainmakers: Based on more than 50 interviews with industry leaders from a wide variety of fields, Jeffrey Fox reveals the proven techniques and hard-won wisdom that have helped great rainmakers get ahead, along with his trademark brand of counterintuitive insight and commentary that have made his books so popular.

Secrets of Great Rainmakers – The Alliance for Strategic ...

So the rainmaker works every second to make sure the customer wins so the rainmaker wins. And these are some secrets as to why rainmakers sell more and make more money than the rest of the selling crowd. Now go make it rain! *Source: Adapted from Jeffrey Fox's upcoming new best seller The Secrets of the Great Rainmakers.

Secrets of the Great Rainmakers - Nightingale Conant

Secrets of Great Rainmakers Given enough years in the business, most professionals can build their client base into a referral base that provides them all the new prospects they need to sustain, or to continue building, their business.

Secrets of the Great Rainmakers - Capital Emprededor

And these are some secrets as to why rainmakers sell more and make more money than the rest of the selling crowd. Now go make it rain! n Source: Adapted from Jeffrey Fox's upcoming new best seller The Secrets of the Great Rainmakers. Learn more about Jeffrey Fox and his bestselling program The Secrets of the Great Rainmakers.

Work|Life|Tips: Secrets of the Great Rainmakers

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