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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

Jack Covert, Todd Sattersten



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

How To Become A Rainmaker Jeffrey J Fox, 2010-08-31 Rainmakers are the people who bring money into their organisations and this book is packed with hints and tips to pursue prospective customers and keep them *How to Become a Rainmaker* Jeffrey J. Fox, 2000 *How to Become a Rainmaker, CEO, and a Great Boss* Jeffrey J. Fox, 2023-04-04 A revised and updated omnibus edition of Jeffrey Fox's three classic business bestsellers including a foreword and two brand new chapters For years business leaders marketers salespeople and entrepreneurs have learned from and relied on the bestselling advice of Jeffrey J Fox Now his three most popular works *How to Become a Rainmaker* *How to Become CEO* and *How to Become a Great Boss* appear fully revised and updated for the first time together A terrific resource for 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 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 *How to Become CEO* teaches anyone how to climb the corporate ladder Vision persistence integrity and respect for everyone in the workplace these are all qualities of successful leaders And Fox brings specific and actionable tips for exemplifying them never write a nasty memo skip all office parties and overpay your people If you're looking to get to the top this book is the place to start If you're a boss or hope to become one or have a less than great boss *How to Become a Great Boss* can change your career and your life With surprising and useful advice on how to handle the tough 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 *Secrets of Great Rainmakers* Jeffrey J Fox, 2010-07-28 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 guide is essential reading for anyone wanting to get ahead in business [The Essential Book of Business and Life Quotations](#) ,2023-01-17 An up to date book of quotations for executives academics and anyone who wants to spice speeches and business presentations or simply reflect on some of the best things ever said on topics linked to business and management life in general From Aristotle to Mark Zuckerberg and from Action to Work this book is a formidable source of witty remarks and inspiration for all Best of its kind and fully sourced the book also covers modern topics such as Bitcoins Digitalization Sustainability or Fake News and includes

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