# CREATING RAINMAKERS

The Manager's Guide to

Training Professionals to Attract New Clients

FORD HARDING

# **Creating Rainmakers The Manager**

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#### **Creating Rainmakers The Manager:**

Creating Rainmakers Ford Harding, 2012-06-28 Every manager of a professional firm realizes that generating leads and landing new clients are critical components of any successful business venture But transforming accountants architects attorneys consultants engineers and other professionals into client generators is not always easy to do Divided into two comprehensive parts The Rainmaker Model and The Elements of Rainmaking Creating Rainmakers outlines all the steps you should take to turn your professional staff into a powerful team of sales winners Filled with in depth insight and practical advice this book will show you how to Generate leads Build a strong network of contacts Master a variety of sales techniques Develop capable successors to current rainmakers And much more Based on more than 100 interviews with the principals of professional firms including many of today s preeminent rainmakers this valuable guide has the information you need to help **Creating Rainmakers** Ford Harding, 1998-01-01 **Mastering the World of Selling Eric** your company succeed Taylor, David Riklan, 2010-07-30 Of the 17 million people in the U S who are involved directly or indirectly in sales many repeatedly acknowledge facing four major challenges No prior sales education or training Lack of formalized sales training resources and methodologies provided by their companies Due to the recession and downsizing era lack of 12 18 month professional sales training for new hires provided by Fortune 500 companies A consistent struggle to keep their sales force distributors manufacturers reps and affiliates motivated and focused on effectively selling their products and services Mastering the World of Selling helps companies and entrepreneurs overcome these four major obstacles with candid advice and winning strategies from the leading sales trainers and training companies in the world Acclivus AchieveGlobal Action Selling Tony Allesandra Brian Azar Baker Communications Inc Mike Bosworth Ian Brodie Ed Brodow Mike Brooks Bob Burg Jim Cathcart Robert Cialdini PhD Communispond Inc Tim Connor CustomerCentric Selling Dale Carnegie Sam Deep Bryan Dodge Barry Farber Jonathan Farrington Jeffrey Fox Colleen Francis FranklinCovey Sales Performance Solutions Thomas A Freese Patricia Fripp Ari Galper General Physics Corporation Jeffrey Gitomer Charles H Green Ford Harding Holden International Chet Holmes Tom Hopkins Huthwaite Inc Imparta Ltd InfoMentis Inc Integrity Solutions Janek Performance Group Inc Tony Jeary Dave Kahle Ron Karr Knowledge Advantage Inc Jill Konrath Dave Kurlan Ron LaVine Kendra Lee Ray Leone Chris Lytle Paul McCord Mercuri International Miller Heiman Inc Anne Miller Dr Ivan Misner Michael Macedonio Sharon Drew Morgen Napoleon Hill Foundation Michael Oliver Rick Page Anthony Parinello Michael Port Porter Henry Prime Resource Group Inc Neil Rackham Revenue Storm Linda Richardson Keith Rosen Frank Rumbauskas Sales Performance International Inc Sandler Training Dr Tom Sant Stephan Schiffman Dan Seidman Blair Singer Terri Sjodin Art Sobczak Drew Stevens PhD STI International The Brooks Group The Friedman Group The TAS Group Brian Tracy ValueSelling Associates Wendy Weiss Jacques Werth Floyd Wickman Wilson Learning Dirk Zeller Tom Ziglar Zig Ziglar Rain Making Ford Harding, 2008-02-01 Sell and Market Like a Pro In this new edition of his classic book Rain Making

Ford Harding reveals step by step how even if you ve never sold a product in your life you can become a top performer in your organization Filled with easy to use strategies checklists tables and guides this book shows you how to Write articles for professional publications Make cold calls like a sales pro Network to build a lasting customer base Develop a winning sales strategy With this book at your fingertips you ll get the marketing and sales skills you need to survive and flourish one sale at a time **Construction Marketing Ideas** Mark Buckshon,2010-04 Buckshon addresses the architectural engineering and construction industry s marketing challenges with a positive and practical approach especially for business owners who don t want to be bogged down in clichs and who have been encouraged to try a variety of marketing ideas which simply don t work

Consultants News ,1999 The Consultant ,1999 Cross-selling Success Ford Harding,2002 Ford Harding author of Rain Making The Professional's Guide to Attracting New Clients now takes readers into exciting new sales territory showing how to sell multiple services to the same client and how to sell business services to different divisions of the same account Winning New Business ,2001 Million Dollar Networking Andrea R. Nierenberg,2004-11 This top corporate consultant focuses on what she knows best building business through networking and developing a solid network of business relationships and lifelong customers Consultants & Consulting Organizations Directory Cengage Gale,2009-05-12

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#### Creating Rainmakers The Manager Book Review: Unveiling the Magic of Language

In an electronic era where connections and knowledge reign supreme, the enchanting power of language has are more apparent than ever. Its power to stir emotions, provoke thought, and instigate transformation is really remarkable. This extraordinary book, aptly titled "**Creating Rainmakers The Manager**," compiled by a very acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound effect on our existence. Throughout this critique, we will delve in to the book is central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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