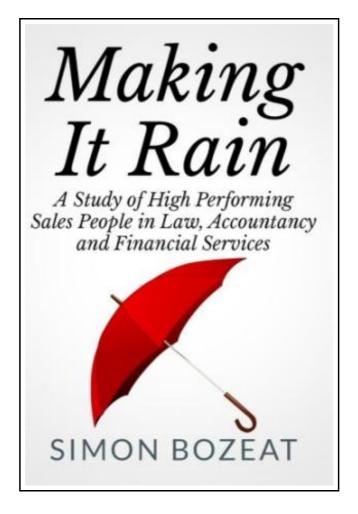
### Making It Rain: A Study of High Performing Sales People in Law, Accountancy and Financial Services Business Networking Masters



Filesize: 6.36 MB

#### Reviews

Extensive guide! Its this sort of very good study. It is actually full of knowledge and wisdom I found out this pdf from my i and dad suggested this ebook to understand.

(Melany Bogisich)

# MAKING IT RAIN: A STUDY OF HIGH PERFORMING SALES PEOPLE IN LAW, ACCOUNTANCY AND FINANCIAL SERVICES BUSINESS NETWORKING MASTERS



Createspace. Paperback. Book Condition: New. This item is printed on demand. Paperback. 114 pages. Dimensions: 9.0in. x 6.0in. x 0.3in.Making it rain is the result of A 6 month study in the legal, accounting and financial services sector revealing answers to the question: What are the factors that both contribute to and inhibit sales success in professional services firms The world has changed and the most successful firms are changing with it. It is talking longer from contact to contract to secure sales. Everyone is looking to find ways to secure the next selling opportunity and fend off poachers of the existing customer base. These Rainmaker conversations form the basis of the research The book reveals 30 factors that professional services firms have to contend with, the reasons why they are issues and what they can do to address them. It addresses head on why you could be struggling with growing your business and paradoxically confirmation of why you might be doing so well. Who Should Read This Book Managing partners, Senior partners, Company Directors, Sales and marketing Executives HR executives Financial services executives Accountants Rainmakers Why should you read it For many years many people in professional services have relied on talent and reputation alone - now it simply is not enough - agility, speed, creativity are the watch words. This report says it as it is and provides some simple strategies to help your rainmakers to make it rain You Will Discover: A method of rapid analysis showing where your primary blockages to progress and what to do about it including: Management The structure of the business Marketing efforts Personell and partner mindset Exposing redundant beliefs about how professional services should be sold The role of HR and marketing support Ways of increasing influence and power Business networking...

- Read Making It Rain: A Study of High Performing Sales People in Law, Accountancy and Financial Services Business Networking Masters Online
- Download PDF Making It Rain: A Study of High Performing Sales People in Law, Accountancy and Financial Services Business Networking Masters

#### See Also



#### **Animalogy: Animal Analogies**

Sylvan Dell Publishing. Paperback. Book Condition: New. Cathy Morrison (illustrator). Paperback. 32 pages. Dimensions: 9.8in. x 8.4in. x 0.4in.Compare and contrast different animals through predictable, rhyming analogies. Find the similarities between even the most incompatible...

Read Document »



## The Whale Tells His Side of the Story Hey God, Ive Got Some Guy Named Jonah in My Stomach and I Think Im Gonna Throw Up

B&H Kids. Hardcover. Book Condition: New. Cory Jones (illustrator). Hardcover. 32 pages. Dimensions: 9.1in. x 7.2in. x 0.3in.Oh sure, well all heard the story of Jonah and the Whale a hundred times. But have we...

Read Document »



#### God Loves You. Chester Blue

Henry and George Press. Paperback. Book Condition: New. Ursula Andrejczuk (illustrator). Paperback. 140 pages. Dimensions: 8.0in. x 5.2in. x 0.3in.BEAUTIFUL NEW ILLUSTRATIONS BRING THE STORY TO LIFE!A charming book about a mysterious bear that shows...

Read Document »



#### Scala in Depth

Manning Publications. Paperback. Book Condition: New. Paperback. 304 pages. Dimensions: 9.2in. x 7.3in. x 0.8in.Summary Scala in Depth is a unique new book designed to help you integrate Scala effectively into your development process. By...

Read Document »



#### Silverlight 5 in Action

Manning Publications. Paperback. Book Condition: New. Paperback. 1000 pages. Dimensions: 9.2in. x 7.3in. x 2.0in.Summary A thorough revision of the bestselling Silverlight 4 in Action. This comprehensive guide teaches Silverlight from the ground up, covering...

**Read Document »**