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Secrets of Great Rainmakers Free

Summary by Jeffrey J. Fox

Secrets of the Great Rainmakers. In companies that use salespeople to sell directly to customers, rainmakers are the people who bring in the business. Rainmakers bring in big revenues, big money. Rainmakers bring in new

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revenues, new customers. Rainmakers sell new applications, new products, and price increases. Rainmakers make the cash register ring.

Secrets of the Great Rainmakers

Among the secrets, you'll find: -

Rainmakers have no competitors - You

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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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Among the secrets, you'll find: -
Rainmakers have competitors - You can't
sell beer sitting at your desk - Take the
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along with his trademark brand of counterintuitive insight and commentary that have made his books so popular.

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