

RAINMAKING CONVERSATIONS



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The RAIN model is the lifeblood of successful, rainmaking conversations. However, before employing the RAIN framework in your sales exchanges, you must conquer the greatest sales challenge: selling to yourself.

Often times, the greatest barrier to confidence and success as a salesperson is the battle faced

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Rainmaking Conversations Book Tools

Rainmaking Conversations Above and beyond the content of this book, we've compiled a number of resources, tools, and free online training to help you more quickly and effectively apply RAIN Selling to your sales efforts and take your selling to the next level.

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Rainmaking Conversations Influence Persuade and Sell in

Rainmaking Conversations is the first book to offer a research-based selling approach that can help you master the art of the sales conversation. From start to finish of each conversation, you'll make every client contact you have count towards developing sustainable sales success.

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Rainmaking Conversations offers a research-based, field-tested, and practical selling approach that will help you master the art of the sales conversation. This proven system revolves around the acronym RAIN, which stands for Rapport, Aspirations and Afflictions, Impact, and New Reality.

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