



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

By Simon Bozeat

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...



Reviews

A fresh e book with an all new viewpoint. It can be rally exciting through studying period of time. You will like the way the writer write this publication.

-- Tania Cormier

An extremely wonderful pdf with perfect and lucid information. Better then never, though i am quite late in start reading this one. I realized this publication from my dad and i recommended this publication to understand.

-- Clinton Johns DDS

You May Also Like



Your Pregnancy for the Father to Be Everything You Need to Know about Pregnancy Childbirth and Getting Ready for Your New Baby by Judith Schuler and Glade B Curtis 2003 Paperback

Book Condition: Brand New. Book Condition: Brand New.



Pickles To Pittsburgh: Cloudy with a Chance of Meatballs 2

Atheneum Books for Young Readers, 2000. Paperback. Book Condition: New. No Jacket. New paperbook print book copy of Pickles to Pittsburgh: Cloudy with a Chance of Meatballs 2 written by Judi Barrett. Drawn by Ron Barrett. New York: Athenium Books for Young...



A Dog of Flanders: Unabridged; In Easy-to-Read Type (Dover Children's Thrift Classics)

Dover Publications, 2011. Paperback. Book Condition: New. No Jacket. New paperback book copy of A Dog of Flanders by Ouida (Marie Louise de la Ramee). Unabridged in easy to read type. Dover Children's Thrift Classic. Reprint of original edition. Green edition. Mineola...



Cloudy With a Chance of Meatballs

Atheneum Books for Young Readers, 1982. Paperback. Book Condition: New. No Jacket. New paperbook print book copy of Cloudy with a Chance of Meatballs written by Judi Barrett. Drawn by Ron Barrett. New York: Athenium Books for Young Readers (Simon and Schuster),...



You Are Not I: A Portrait of Paul Bowles

University of California Press. Hardcover. Book Condition: New. 0520211049 Never Read-12+ year old Hardcover book with dust jacket-may have light shelf or handling wear-has a price sticker or price written inside front or back cover-publishers mark-Good Copy- I ship FAST with FREE...



Steve Jones: Secret of the Red Emerald (Unofficial Minecraft Book for Kids)

Createspace Independent Publishing Platform, United States, 2016. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand ******. Discover Steve Jones: Secret of the Red Emerald (Unofficial Minecraft Book for kids) As a Special Thank You...