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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 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 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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"Secrets of Great Rainmakers," like Fox's other books, is written in an easy-to-read style with short chapters that get straight to the point - fast. There's no excess drivel used as filler. My copy is now highlighted to the max, and I'll refer back to it with regularity.

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