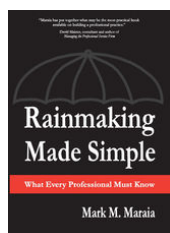


Rainmaking Made Simple: What Every Professional Must Know by Mark M. Maraia

Author	: Mark M. Maraia
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Description Rainmaking Made Simple: What Every Professional Must Know by Mark M. Maraia

Rainmaking Made Simple: What Every Professional Must Know is the definitive how-to guide for professionals on growing their business. It demystifies the process of building client relationships, making it simple to grasp, retain and put into practice.

Customer Reviews A Must-Have for Every Professional! by iPhone Lawyer

Maraia is a recognized expert in the field of rainmaking for professionals, and this book is a compilation of tips and advice from his years of consulting with hundreds and hundreds of attorneys and other professionals who hate the thought of asking for business. Maraia disarms the reader's objections and recharacterizes the task of rainmaking in a manner that is both fresh and appealing to professionals. Why ask for business directly when you can simply reconnect with a dormant client or an old college friend? Maraia teaches that rainmaking is all about making relationships, about connecting and reconnecting in ways that demonstrate that you truly care about and want to help others. As Zig Ziglar has said, "You can get anything you want if you just help enough other people get what they want".

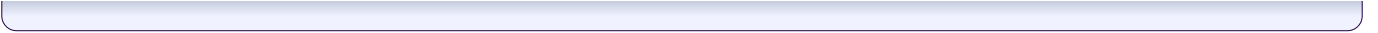
There are no platitudes here - only practical and immediately useable advice, organized for easy reference. I have successfully used this book in a weekly study with attorneys, and lots of useful ideas resulted from reading and discussing the material. Get this book!!

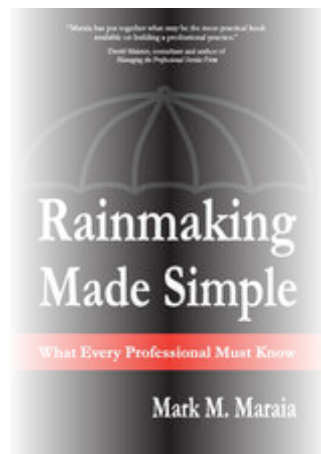
It works by Successful User

Maria set out to provide lawyers, business people and anyone who depends on business growth and development with a guidebook for doing that effectively and painlessly. He has accomplished that and more. This book is full of very practical, extremely useful tips and reminders of the obvious but often forgotten things we should be doing every day. Pick any chapter and you will quickly find suggestions that will quickly translate into action steps for business growth. I rate it a 5.

Rainmaking Made Simple by Monkey Rocks

Loved it! Better than I expected and not an ounce of pain. Chapters were short and to the point. I wish I had picked up a copy years ago. Great desk reference and will make a great gift for colleagues!





Rainmaking Made Simple: What Every Professional Must Know by Mark M. Maraia

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