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Lead conversations that persuade and influence the prospect to choose you; Rainmaking Conversations walks you through RAIN Selling SM-a world-class sales methodology that has helped tens of thousands of people lead powerful sales conversations and achieve breakthrough sales performance.

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Rainmaking Conversations provides a proven system for leading masterful conversations that fill the pipeline, secure new deals, and maximize the potential of your account. Rainmaking Conversations offers a research-based. Conversations make or break everything in sales. Every conversation you have is an opportunity to find new prospects, win new customers, and increase sales.

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Lead conversations that persuade and influence the prospect to choose you; Rainmaking Conversations walks you through RAIN Selling SM-a world-class sales methodology that has helped tens of thousands of people lead powerful sales conversations and achieve breakthrough sales performance.--This text refers to the hardcover edition.

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Rainmaking Conversations: Influence, Persuade, and Sell in ...

Overview. Conversations make or break everything in sales. Every conversation you have is an opportunity to find new prospects, win new customers, and increase sales. Rainmaking Conversations provides a proven system for leading masterful conversations that fill the pipeline, secure new deals, and maximize the potential of your account. Rainmaking Conversation offers a research-based, field-tested, and practical selling approach that will help you master the art of the sales conversation.

Rainmaking Conversations: Influence, Persuade, and Sell in ...

Rainmaking Conversations: Influence, Persuade, and Sell in Any Situation Audible Audiobook - Unabridged Mike Schultz (Author), Paul Boehmer (Narrator), John E. Doerr (Author), & 4.4 out of 5 stars 48 ratings. See all formats and editions Hide other formats and editions. Price New from Used from Kindle ...

Amazon.com: Rainmaking Conversations: Influence, Persuade ...

Rainmaking Conversations gives you a proven system to uncover and leverage these opportunities and achieve maximum revenue results, robust relationships, and deep trust. Rainmaking Conversations is the first book to offer a research-based selling approach that can help you master the art of the sales conversation.

Rainmaking conversations : influence, persuade, and sell ...

The must-read summary of Mike Schultz and John E. Doerr's book: "Rainmaking Conversations: Influence, Persuade and Sell in Any Situation". This complete summary of the ideas from Mike Schultz and John E. Doerr's book "Rainmaking Conversations" explains that sales conversations which fill the new customer pipeline, win new deals and create new opportunities are based on the RAIN acronym: Rapport, Aspirations & Afflictions, Impact and New Reality.

Rainmaking Conversations: Influence, Persuade and Sell in ...

Based on our research, decades of experience, and in-depth interviews with leaders of the most successful sales organizations, Rainmaking Conversations is a guide to sales conversation success. You'll be introduced to RAIN , an acronym that stands for R apport, A spirations and A fflictions, I mpact, and N ew Reality.

Rainmaking Conversations - rainsalestraining.com

Main Rainmaking Conversations: Influence, Persuade, and Sell in Any Situation. Rainmaking Conversations: Influence, Persuade, and Sell in Any Situation Mike Schultz, John E. Doerr. Conversations make or break everything in sales. Every conversation you have is an opportunity to find new prospects, win new customers, and increase sales.

Rainmaking Conversations: Influence, Persuade, and Sell in ...

MAIN IDEA. Rainmaking conversations are sales conversations which fill the new customer pipeline, win new deals and create new opportunities for great things to happen in the future. They're based around the RAIN acronym: To get more sales for your firm, learn how to prepare for and then have more RAIN conversations.

Rainmaking Conversations - summaries

Rainmaking Conversations: Influence, Persuade, and Sell in Any Situation. Conversations make or break everything in sales. Mastering the art of the sales conversation is essential to becoming a top-performing rainmaker.

Wiley: Rainmaking Conversations: Influence, Persuade, and ...

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Rainmaking Conversations: Influence, Persuade, and Sell in ...

Rainmaking Conversations: Influence, Persuade, and Sell in Any Situation. Mike Schultz, John E. Doerr. ISBN: 978-1-118-02577-2. 240 pages. February 2011. Description. Conversations make or break everything in sales. Every conversation you have is an opportunity to find new prospects, win new customers, and increase sales.

Wiley: Rainmaking Conversations: Influence, Persuade, and ...

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, Afflictions, Impact, and New Reality.

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