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SECRETS OF THE GREAT RAINMAKERS you'll learn how to outsmart the competition and set yourself apart from the pack. In over 50 interviews with industry leaders from a wide variety of fields, bestselling author Jeffrey J. Fox will share the proven techniques and hard-won wisdom that have helped great rainmakers get ahead, along with his trademark brand of counterintuitive insight and commentary that have made his books so popular. Among the secrets you'll find: Why silence can be golden? How to find the decision maker? Why relationships as a bankable selling strategy is bunk? Fox gets to the heart of the matter, and condenses years of hard-won wisdom into memorable lessons guaranteed to increase sales—they've already been proven.

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