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The Associate As Rainmaker Building

The Associate as Rainmaker: Building Your Business Brain Paperback – April 16, 2012 by David King Keller (Author)

The Associate as Rainmaker: Building Your Business Brain ...

Broken into four thorough sections--Being a Rainmaker, Brain Basics, Rainmaker Techniques, and Tips from the Front Line-- The Associate as Rainmaker contains specific techniques for business development, including: Business development time slots The art and science of selling Creating an optimal performance state

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Making the time --Centered, aware, resourceful --Optimal performance state --Business development for shy attorneys --Seven rainmaker actions --Three mistakes to avoid --Thirty-four steps to expand any practice --The associate's business development checklist --Tips from partners, chief marketing officers, and associates --Life as an associate.

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Building Your Business Brain

David King Keller is the author of two bestsellers published by the ABA on the topic of rainmakers, *The Associate As Rainmaker*, *Building Your Business Brain*, and *Building Rainmakers, The Definitive Guide To Business Development For Lawyers*. Learn more at www.KBDAG.com, and connect with David on LinkedIn or by email at david@kbdag.com.

Building A Culture of Rainmakers | ABA Law Practice Today

the associate as rainmaker building your business brain by david king keller phd
this book is a guide to specific actions for mastering the game offering attorneys of all experience levels useful insights into how a rainmaker gets

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Building Rainmakers: The Definitive Guide to Business Development for Lawyers is a complete encyclopedia of

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American Bar Association's book, The Associate As Rainmaker, Building Your Business Brain, which is now listed as a Best Seller by the publisher American Bar Association's book, Building Rainmakers: The Definitive Guide to Business Development for Lawyers.

About | Building Rainmakers

The Associate as Rainmaker: Building Your Business Brain An associate's mid- and long-term success relies on building

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a foundation of relationships that are created during a lawyer's early years.

Building Rainmakers: The Definitive Guide To Business by ...

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