



Beyond Rainmaking

Nancy Tilton Hand

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Beyond Rainmaking

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Rainmakers bring in money, land big clients, and find solutions for complex problems. They learn fast, negotiate well, and know everything and everyone important to their business. To get there, they learn to direct their minds and make good decisions - fast. They manage information so well that they have the extra time to keep up with current trends and cultivate contacts. Beyond Rainmaking contains over 20 effective, stand-alone techniques for taking in more and better information, managing data with less effort, and recalling it with greater accuracy. Get the advantage of learning smarter and faster than ever before. Get the advantage of:

Understanding memory and information overload

Focusing amid distractions

Being on your mental game - no matter what

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Taking in more information with less time and effort

Enjoying the learning process

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