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MAIN IDEA. Rainmakingconversationsaresalesconversations which fill the new customer pipeline, win new

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deals and create new opportunities for great things to happen in the future. They're based around the RAIN acronym: Togetmoresalesforyourfirmlearnhowtoprepare for and then have more RAIN conversations.

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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

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, 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 and Afflictions, Impact, and New Reality.

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