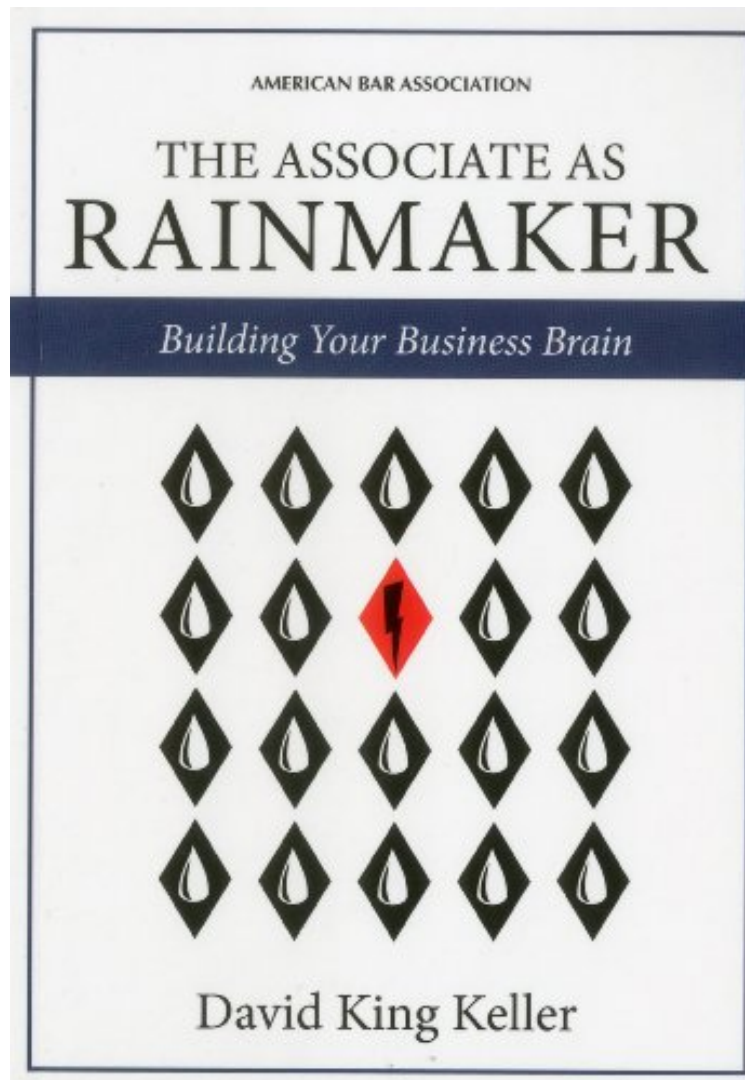


(Mobile book) The Associate as Rainmaker: Building Your Business Brain

## The Associate as Rainmaker: Building Your Business Brain

*David King Keller*

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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. c The book also includes a business development checklist that contains tips for each year you're an associate, as well as several

appendices with exercises, goals sheets, and time management forms.