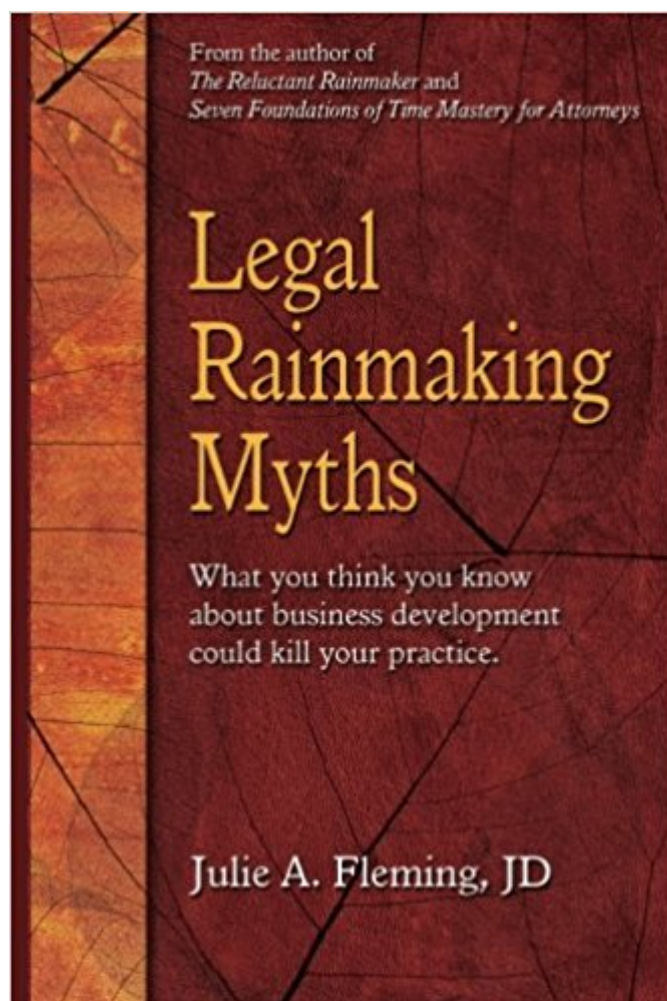


The book was found

Legal Rainmaking Myths: What You Think You Know About Business Development Can Kill Your Practice



Synopsis

The days of having a practice supported by being a "great lawyer" are gone forever. In today's economy, every successful private practice lawyer is a rainmaker who has created an effective plan for building a consistent pipeline of new business. Rainmakers harness their unique strengths and perspectives to create a cohesive, strategic, simple-to-implement plan and they take consistent, focused action on that plan. However, too many would-be rainmakers fall victim to myths about when, whether, and how they should engage in business development activity. Inside, you will discover the myths that capture aspiring rainmakers and the reality that will unleash your ability to build a profitable book of business.

Book Information

Paperback: 162 pages

Publisher: Crow Creek Press, a Division of Life at the Bar LLC (May 28, 2014)

Language: English

ISBN-10: 0991125126

ISBN-13: 978-0991125128

Product Dimensions: 6 x 0.4 x 9 inches

Shipping Weight: 10.7 ounces (View shipping rates and policies)

Average Customer Review: Be the first to review this item

Best Sellers Rank: #3,580,440 in Books (See Top 100 in Books) #22 in Books > Law > Law

Practice > Law Office Marketing & Advertising #295 in Books > Law > Law Practice > Law Office Education

Customer Reviews

Julie A Fleming, JD

[Download to continue reading...](#)

Legal Rainmaking Myths: What You Think You Know About Business Development Can Kill Your Practice Do You Think What You Think You Think?: The Ultimate Philosophical Handbook Nurse Practitioner's Business Practice and Legal Guide (Nurse Practitioners Business Practice and Legal Guide) Nurse Practitioner's Business Practice and Legal Guide, Second Edition (Buppert, Nurse Practitioner's Business Practice and Legal Guide) Nurse Practitioner's Business Practice And Legal Guide (Buppert, Nurse Practitioner's Business Practice and Legal Gu) Nurse Practitioner's Business Practice And Legal Guide (Buppert, Nurse Practitioner's Business Practice and Legal Guide) Your

Legal Rights Online (Legal Literacy: Know the System, Know Your Rights) What Doesn't Kill You Only Makes You Stronger (Except Sharks, They Will Straight Up Kill You): Composition Notebook Journal, 8.5 x 11 Large, 120 Pages College Ruled (Memory Book For School) The Haywire Heart: How too much exercise can kill you, and what you can do to protect your heart The Ultimate Guide to Business Insurance - Restaurant Edition. If You Think You Are Not Liable, Think Again Business For Kids: for beginners - How to teach Entrepreneurship to your Children - Small Business Ideas for Kids (How to Start a Business for Kids - Business for children - Kids business 101) Take Care of Your Music Business Second Edition The Legal and Business Aspects You Need to Know To 3.0 Take Care of Your Music Business, Second Edition: Taking the Legal and Business Aspects You Need to Know to 3.0 You Don't Know What You Don't Know: Everything You Need to Know to Buy or Sell a Business How to Get More out of Being Jewish Even If:: A. You Are Not Sure You Believe in God, B. You Think Going to Synagogue Is a Waste of Time, C. You Think ... Hated Hebrew School, or E. All of the Above! Toxicology! Because What You Don't Know Can Kill You ESL Business English: The essential guide to Business English Communication (Business English, Business communication, Business English guide) Business and Legal Forms for Fine Artists (Business and Legal Forms Series) Business and Legal Forms for Theater, Second Edition (Business and Legal Forms Series) Business Law and the Legal Environment, Standard Edition (Business Law and the Legal Environment)

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)