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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)

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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.

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Building Rainmakers: The Definitive Guide to Business Development for Lawyers is a complete encyclopedia of business development training techniques, indispensable advice for law firm management, partners, and associates looking to successfully bring in clients. Tips and tools are distilled from interviews with more than thirty leaders and innovators in rainmaking and business development training, including associates, partners, and mentors from Baker McKenzie, Stinson Leonard Street, Duane ...

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About | Building Rainmakers

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