

Rainmaker Mentor Program

Overview

The **Rainmaker Mentor program** is a one-on-one revenue growth program for A/E/C professionals who wish to become successful seller-doers or rainmakers.

The program is an intensive one-on-one experience for project managers and principals who want to grow and sustain a healthy pipeline of work for the most lucrative clients with less wasted time and effort.

Everything (from big-picture strategy to day-to-day tactics and execution) is custom-tailored around your strengths, preferences, aspirations, and the needs of your particular business.

You'll also get one-on-one training for your specific needs, including **conducting effective business calls, capture planning and go/no-go decision-making, superior proposals, and short-list interview presentations**. I'll even provide editorial input and coaching for a must-win proposal (a \$5,000 value). What's more, you'll receive a 70-page workbook filled with tips, tools, and templates that you can use forever.

"From concept to execution, Jim masterfully lays out all the principles and practices, that if followed, will make you into a very successful seller doer."

Jay Wolverton, PE, Chief Growth Officer, CHA

Because actual development doesn't happen overnight, the Rainmaker Mentor program spans four months. Never ask me for a timesheet, and I'll never watch the clock. Program fees are billed in installments and are non-refundable. However, you may call "STOP" anytime, and **you will not be billed further**.

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Results Clients Receive

Here is a partial list of results you can expect:

- Grow an enviable opportunity pipeline
- Write superior proposals that win more work
- Command premium fees
- Conduct effective sales calls with your existing and new prospective clients
- Gather contract/project intel your competitors won't get
- Accelerate trust and deepen relationships with client decision-makers and influencers
- Fine-tune proposals and short-list interview presentations to improve your win rate
- Grow your network and stay in touch with your prospects without annoying them
- Fire bad or unprofitable clients
- Take the dread out of marketing and business development
- Move up from seller-doer to rainmaker . . . or from rainmaker to rockstar.

Jim Rogers Biography

Jim Rogers helps A/E/C companies get more sellers selling more so they can attract and retain top talent and take market share from their competitors. He helps companies develop their professionals to be better consultants and business developers.

He is the author of *Becoming a Seller-Doer: Succeed at Business Development and Take Command of Your Career* and *Win More Work: How to Write Winning A/E/C Proposals*.



Call (859) 321-7547 for a free consultation to find out if the Rainmaker Mentoring Program is the right fit for you. There are admission criteria for the program, so call only if you are serious about taking your business up to the next level and are eager and willing to put in the effort to improve.

**Seller-Doer
Academy**