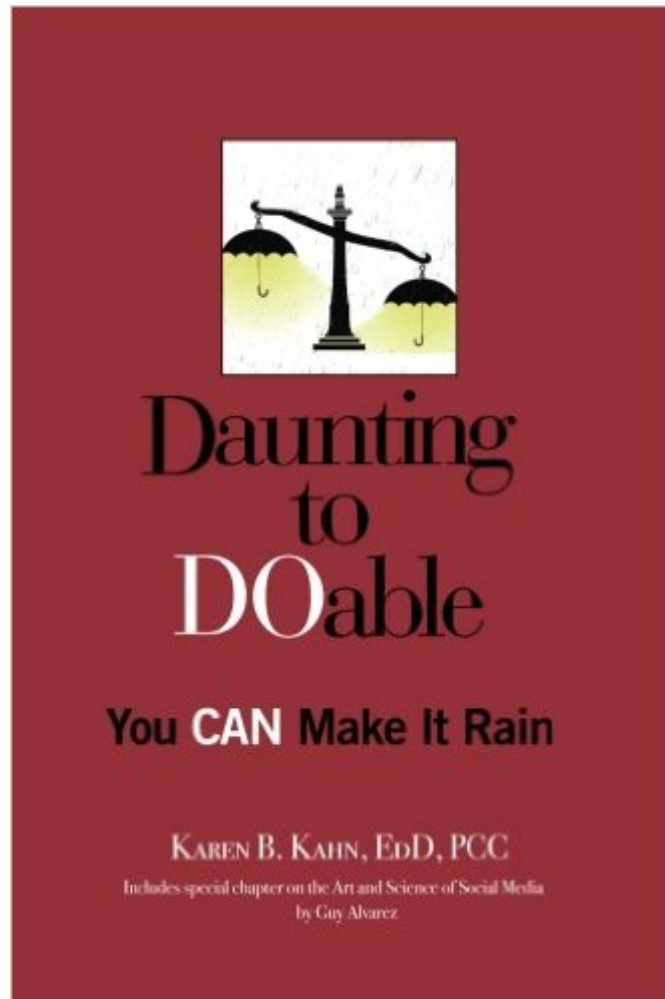


The book was found

# Daunting To DOable: You CAN Make It Rain



## Synopsis

Are you satisfied with the quality and quantity of the work you have? Are your business development efforts organized, clear and directed? Is your career going in the direction you dreamed of? If you answer "no" to any of these questions, *Daunting to DOable* is for you. This practical guide to business and relationship development provides step-by-step instructions to move from dreaming about success to having it. You will learn:

- The 3 Step Strategy for business development success
- How to talk to your friends about business
- A formula guaranteed to make rain and advance
- Components of truly effective conversations
- How to engage people authentically using your style

The title describes this book perfectly: "if your efforts to make rain feel daunting (and scattered), you CAN make it rain with the easy to follow approach and formula outlined in the book. Using a very informal "coaching voice" Karen Kahn talks to each reader, encouraging them, emphasizing that THEIR way can be leveraged into success, and explaining how effective action can easily and naturally be integrated into his/her personal and professional life. It's just a matter of WHAT, WHO, HOW! You CAN make it rain with this book in hand YOUR way. Use this new, step-by-step approach and get out the umbrella.

## Book Information

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## Customer Reviews

No matter whether you are a junior associate or a partner you always should think about how to "make it rain". My top three reasons (and there are more and different ones for everybody) why I highly value Karen's book are:

1. Hands-on tips: Yes, there is an abstract explanation on what to do but the most helpful parts are the examples and suggestions given about what to do exactly.
- 2.

Long-term goals: It's the "big picture" that matters and for each step Karen offers different approaches all leading me to become successful in a way I feel comfortable with. Easy to read: Yes, I value this book because it flows. It's very well written, and everybody who had the pleasure of meeting Karen can picture her telling you what is written. Reading the book feels more like a conversation because you will find yourself nodding and making remarks like "Well, that makes so much sense, why didn't anybody tell me before?"

This book sets forth a digestible, sensible guide to developing business. Karen Kahn accurately depicts what clients are looking for and how that leads to business for the attorney.

An invaluable resource for building your book of business

This is a great book!

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