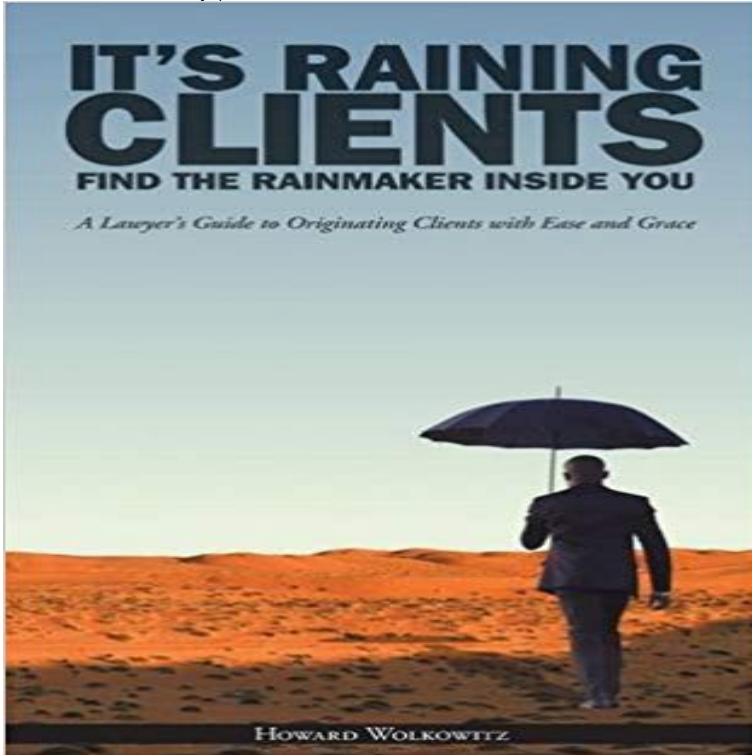


## Its Raining Clients: Find the Rainmaker Inside You



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- 2) Develop business through market segments
- 3) Understand the importance of a marketing plan
- 4) Create your brand
- 5) Understand the difference between marketing and originations
- 6) Understand the difference between a practice and a business
- 7) Realize returns on business development investments

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