



Rain: What a Paperboy Learned About Business (Hardback)

By Jeffrey J. Fox

John Wiley and Sons Ltd, United Kingdom, 2009. Hardback. Book Condition: New. 188 x 135 mm. Language: English . Brand New Book. RAIN is the first business parable written by bestselling business book author Jeffrey J. Fox. The parable follows a young New England paperboy, named Rain, as he learns the business of being in business and quickly becomes the best paperboy in town. Through a series of humorous poignant vignettes, Jeff illustrates forty rainmaker business lessons that can be applied to not only paperboys, but anyone in business and sales. Rain s time as a paperboy proves to be just as valuable as getting an MBA. As with Jossey-Bass popular Lencioni business fables, the format for Rain includes an actionable business model at the end of the book with instant takeaways and practical advice.



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