

# **RAINMAKING WHILE FEMALE**

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# KIMBERLY RICE

- Keynote speaker
- Founder, *Women in Law Rainmaker Forum*
- Founder, *Winning Wisdom for Women Lawyers*
- Author, *How Women Can Create the Career of their Dreams by Charting their own Course*
- Author, *Rainmaker Roadmap: A Step-by-Step Guide to Building a Prosperous Business*
- Podcast host, *Secret Sauce Marketing Tastings*
- Mommy to three furry rescue cats



# EFFECTIVE RAINMAKING BEGINS W/ CONFIDENCE

- The **belief** in your ability to succeed
- It helps us **confront** your fears.



# INVEST IN YOURSELF

- **ID specific rainmaking goals; write them down.**
- **Learn requisite rainmaking skills.**

The best investment you can make is always in yourself. It's always worth it.



# DEVELOP PERSONAL BRAND

- **Expression of identity of why clients want to work with you.**
- **Build personal brand across all platforms.**



# GROWTH MINDSET

- *Opportunities* are everywhere
- **Rainmaking** is *not* an event – it's a **Mindset** *and* a **Lifestyle!**



# **LEVERAGE RELATIONSHIPS**

- **Purposefully,  
connect with *AND*  
for others,  
regularly**
  - ✓ **in-person**
  - ✓ **via social media**



“  
**It's hard to beat a  
person who never  
gives up.**

*Babe Ruth*

”

## STATS

- Be seen and get known
- Get/stay connected
- Stay the course





# **EFFECTIVE RAINMAKING** **= PLANNING FOR GROWTH**

- **Create a “wish list” of prospect clients.**
- **Learn “where” they go and go there.**
- **Prioritize follow up, consistently.**



# TAKE ACTION

- Engage in positive self talk
- Step outside comfort zone
- Surround yourself with those who lift
- Journal
- Self regulate
- Be mindful
- Meditate
- Exercise
- Eat healthy food



**Own Your  
Story**



REGISTER TODAY

## Executive Women Rainmaker Forum:

### A Catalyst for Stepping into Your Power

Learn. Share. Connect. Grow.

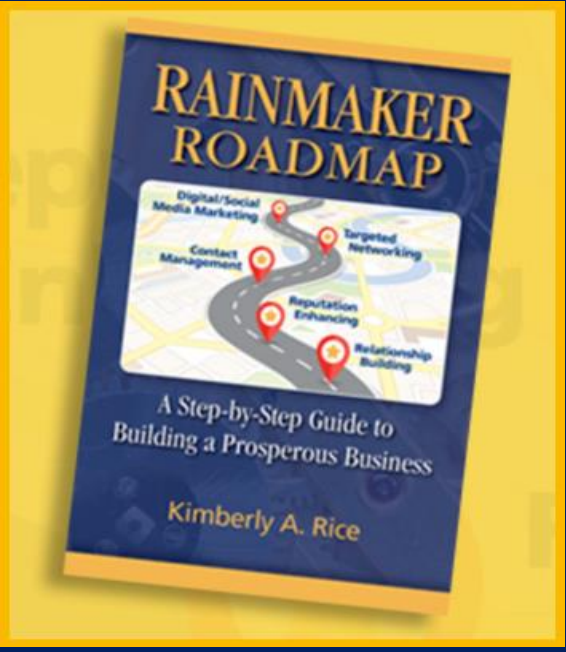
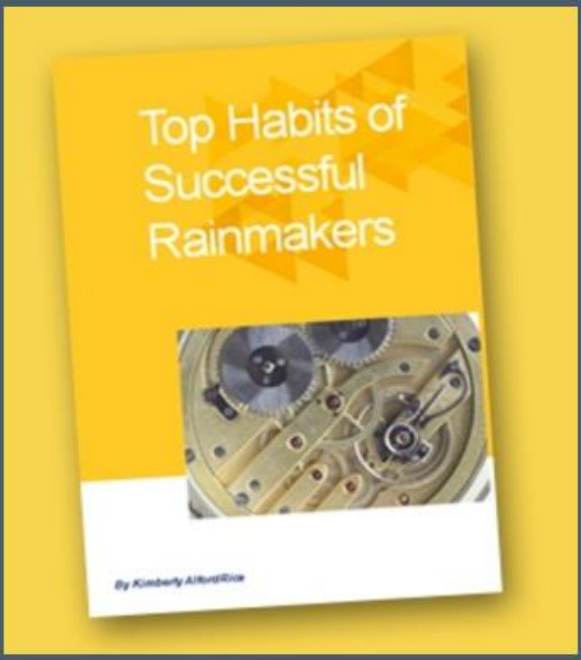
Join us – a safe, intimate forum where Executive Women “lean in” and access resources to develop a prosperous & rewarding career.

**MAKE THIS THE YEAR TO TAKE CONTROL OF YOUR CAREER**

- ✓ Learn critical leadership techniques
- ✓ Delve deep into business challenges
- ✓ Brainstorm opportunities
- ✓ Tap skills / experience of others

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Thank you!

- *How Women Lawyers Can Create the Career of Their Dreams by Charting Their Own Course*
- *Women in Law Rainmaker Forum*
- *Website Resources: blogs, free downloads*

