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The Rainmaker Companies Reach New Heights with Customized Solution Development Initiative

This year, The Rainmaker Companies committed to providing the accounting industry with updated knowledge and solutions to top trends and issues happening in today's marketplace. Rainmaker also took an in-depth look at how they were providing their services. "The reality is one off-training and consulting engagements just aren't as effective. The Rainmaker Companies provides firms with the skills and knowledge of just not only our training services, but also our consulting and alliance opportunities," said Angie Grissom, President of The Rainmaker Companies. "Real growth happens when you interlace those three together." Through research and pulling in some of the top industry's knowledge professionals, Rainmaker has taken on a new approach to their service offerings, providing a new customized solution development initiative approach with some of the Top 20 Firms in the accounting industry.

The Rainmaker Companies has spent the last year redeveloping their program to provide firms with a holistic approach from start to finish. Rainmaker is now fully committed to truly listening to a firm's concerns and developing a road map from starting point to the finalized solution. This consultative approach has promised and proven to provide solutions for some of the top firms focused on continuing to position themselves ahead in the industry.

Below are just a few of the programs developed from Rainmaker's new initiative that deal with the issues top growing firms are facing in today's industry.

Women's Initiative Program- The current social atmosphere of the business world can create barriers for women, often keeping them from assuming leadership positions. Top firms are recognizing this issue and creating solutions to solve it. The Rainmaker Companies new Women's Initiative Program provides the firm's female employees the tools and skills needed to be successful and grow their business. This program includes customized learning modules from participant guides, instructor guides and videos to be delivered throughout their various offices.

Partner Track Development Program- Top firms today are faced with the constant demand of maintaining firm growth and developing a strong succession plan. Rainmaker's long track record and history provided them with the building blocks to creating partner track development solutions for large firms who need to continually train and develop staff from the manager level and up. This program includes trainings, ongoing individual or group coaching and establishing an accountability tool for continual success.

Business Advisory Skills Program- The demand for trusted advisory skills is critical for today's accounting professionals. This program enhances and sets a foundation for skills around the art of being

a trusted business advisor with clients, consultants and the internal team. This skill improvement raises the value provided to clients and creates invaluable relationships internally and externally.

Customized Foundations for Success Programs- This customizable awareness and foundational skills program provides a foundational structure to ensure success for the entire firm and team. The curriculum features 14 course topics available for co-development and a customized accountability tool to develop a specific program for a specific group or service line in your firm that provides the skills needed to perform at a higher level and pursue growth goals.

For more information about customizable solutions for your firm, please contact Robin Brothers at robin@therainmakercompanies.com or 615-627-1800

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