



# Rain: What a Paperboy Learned About Business

*Jeffrey J. Fox*

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## **Rain: What a Paperboy Learned About Business** Jeffrey J. Fox

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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