



Daunting to DOable: You CAN Make It Rain

Karen B. Kahn EdD

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Are you satisfied with the quality and quantity of the work you have? Are your business development efforts organized, clear and directed? Is your career going in the direction you dreamed of? If you answer “no” to any of these questions, Daunting to DOable is for you. This practical guide to business and relationship development provides step-by-step instructions to move from dreaming about success to having it. You will learn: • The 3 Step Strategy for business development success • How to talk to your friends about business • A formula guaranteed to make rain and advance • Components of truly effective conversations • How to engage people authentically using your style The title describes this book perfectly—if your efforts to make rain feel daunting (and scattered), you CAN make it rain with the easy to follow approach and formula outlined in the book. Using a very informal “coaching voice” Karen Kahn talks to each reader, encouraging them, emphasizing that THEIR way can be leveraged into success, and explaining how effective action can easily and naturally be integrated into his/her personal and professional life. It’s just a matter of WHAT, WHO, HOW! You CAN make it rain with this book in hand...YOUR way. Use this new, step-by-step approach and get out the umbrella.

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