

RAINMAKERS

BUSINESS DEVELOPMENT TRAINING & COACHING



SHAVON JONES, ESQ.

A former award-winning administrative lawyer and Business Development Lead, Shavon Jones is the Founder of Rainmakers business development training company. Rainmakers focuses on converting relationships into revenues and is ideal for experienced lawyers with large networks. The program is available both in-person and online.

Rainmakers proudly hosts the annual Martin Luther King, Jr. **Access to Justice Winter Tea & Luncheon** in Miami each MLK holiday to aid the profession in providing affordable legal services to the masses.

get to know us



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MAGAZINE
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Bankrate.com
Comprehensive. Objective. Free.

FHI weekly
INFORM • CONNECT • ENGAGE
Building Florida's Future Today

FIRSTBLVD

Florida
COURIER
Sharing Black Life, Statewide

SPEECHES & APPEARANCES

- LSSO Global Sales Summit speaker
- National Bar Association Annual Convention speaker
- National Association of Black Hotel Owners, Operators & Developers panelist
- Temple University Beasley School of Law Career Day panelist
- Lawyers Tell All podcast guest
- Crozer-Keystone Health System speaker
- Indie Schools Legal Action Consortium Legislative Day moderator

LEGACY GALA 2023



Most Powerful Black Leaders
of 2023 - *Miami Herald*

CORPORATE ROLES

- PwC (Sr. Assoc.)
- NCR Corp. (Finance Attorney)
- Bryant Miller Olive law firm (Attorney & Business Dev. Lead - Miami Office)

BOOKS

- *52 Sales Tips & How to Use Them* (2021)
- *Sales for Lawyers: How to Sell within the Rules of Professional Conduct* (2019)

Awards

Legacy Magazine 40 Under 40 Award 2012

South Florida Business Journal
Up & Comers Award 2004