

PROFILE

Gordon Ho is the Founder of RainmakerDots in Kansas City, USA. He is a speaker and the Author of two books: The LinkedIn Rainmaker and Unlocking the Full Potential of AI.

He has built a proprietary **B2B SaaS platform** that integrates with LinkedIn, enabling sales organizations and professionals to **systematically unlock high-value relationships and maximize their sales pipeline.**

PROGRAM DESCRIPTION

- **The Rainmaker Blueprint:** How to Build a Predictable Stream of Qualified Leads from Your Network Without Cold Calls.

This workshop drives predictable sales growth by teaching participants the proprietary pipeline methodology used in our B2B SaaS platform, allowing them to build and implement a reliable, high-quality sales pipeline powered by LinkedIn and AI.

Value to Members:

- See **immediate ROI and Actionable takeaways** in this interactive workshop.
- Learn to **Transform Stalled Pipelines** into a reliable flow of **10X-100X** of qualified opportunities. What's the value of a new sale?
- **Cut Time & Cost** by implementing automation & AI to dramatically reduce the time your top producers spend on prospecting.
- **A Done-For-You Framework** so your producers focus on closing vs prospecting thus improving your bottom line. Leave the session with a practical, step-by-step strategy to implement immediately.

.Why it's a WIN for Vistage Chairs:

- **Zero Chair Risk:** With a **95% Recommended Score** (Since 2022), Chairs are guaranteed a high-energy, engaging, and professional speaker who requires minimal pre-work and delivers consistent quality.
- **"No Headache Promise":** The single most consistent challenge for Vistage members (CEOs/Owners) is **reliable, high-quality sales pipeline growth**. This is gold to a CEO managing forecasts and budgets.
- **Removes the Pain Point: "Without Cold Calls"** is a massive relief. Vistage members are typically high-level, relationship-driven sellers who view cold calling as inefficient and beneath their status. This promises an elegant solution.
- **Clear and Immediate Value:** The clearest expression of **ROI and Actionable Results**.

The workshop is ideal for: CE, Key, SB, EL, and VCG groups



INFO

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EXPERIENCE

95

AVG SPEAKER SCORE

48

PRESENTATIONS

2022

SPEAKER SINCE

Vistage Chair Testimonials



Nelson Clyde
Dallas, TX

I've used RainmakerDots led by Gordon Ho since November of 2022. Since that time I can attribute 15 closed clients to the LinkedIn outreach his company has produced with some pending. Needless to say I am pleased with the work we have done together. Gordon and his team have been responsive and collaborative along the way. 5 Stars!



Heatherann Antonacci
Orlando, Florida

Within 30 days of working with Gordon's team, I had two strong candidates booked for introduction calls and within 45 days, I had a new member in one of my CE groups. Within 60 days, I had five introduction calls booked. These are not just LI connection requests being accepted, these are real conversations with local business owners who want to learn more about Vistage membership.



John Ezzo
Tampa, Florida

In EOS we talk about GWC! Get It! Want it! Capacity to do it! Gordon has all 3! He gets Vistage and the value we offer our members! He certainly wants to work with us and he has the knowledge and skills to deliver!



Beth Slusher
Wilmington, NC

Gordon did a fantastic job of engaging every one of my SB members in the presentation. He is an expert in maximizing LinkedIn for business owners both from the personal profile and the corporate branded profile perspective. Every business owner and the company whether B2B or B2C facing, has an untapped opportunity to improve their LinkedIn profile and should be using it as an effective tool for business growth. Gordon shared tricks, best practices and interesting info on how to do this. I highly recommend him for all group levels.



Cindy Edwards
Nashville, TN

Gordon prepared by evaluating every one's LinkedIn profile and educated the members on how to create a great profile and communicate via LinkedIn. Great engaging presentation and workshop!

Gordon proved that LinkedIn is a valuable lead generation platform for business, and more importantly clarified that importance of a well structured personal profile page on the platform. I do not have any recommendations to improve his presentation.



Larry Hawks
Kansas City, MO

I loved the presentation.

It gave me a lot of helpful information that I can use and apply right away.