

BOOK RECOMMENDATIONS

- *The Power of Moments: Why Certain Experiences Have Extraordinary Impact* by Chip Heath and Dan Heath
- *Unreasonable Hospitality: The Remarkable Power of Giving People More Than They Expect* by Will Guidara
- *The Win Without Pitching Manifesto* by Blair Enns
- *The Four Conversations: A New Model for Selling Expertise* by Blair Enns
- *Jeffrey Gitomer's Little Red Book of Selling: 12.5 Principles of Sales Greatness, How to Make Sales FOREVER* by Jeffrey Gitomer
- *Atomic Habits: An Easy & Proven Way to Build Good Habits & Break Bad Ones* by James Clear
- *Traction: Get a Grip on Your Business* by Gino Wickman
- *Getting Things Done: The Art of Stress-Free Productivity* by David Allen
- *The Challenger Sale: Taking Control of the Customer Conversation* by Matthew Dixon and Brent Adamson
- *Grit: The Power of Passion and Perseverance* by Angela Duckworth
- *Mindset: The New Psychology of Success* by Carol Dweck
- *Positioning: The Battle for Your Mind* by Al Ries and Jack Trout
- *How to Win Friends & Influence People* by Dale Carnegie
- *The Birth of a Building: From Conception to Delivery* by Ben Stevens
- *Global Property Investment: Strategies, Structures, Decisions* by Andrew Baum and David Hartzell
- *The Real Estate Game: The Intelligent Guide to Decision-Making and Investment* by William Poorvu
- *Becoming a Seller-Doer: Succeed at Business Development and Take Command of Your Career* by Jim Rogers
- *Deep Work: Rules for Focused Success in a Distracted World* by Cal Newport
- *So Good They Can't Ignore You: Why Skills Trump Passion in the Quest for Work You Love* by Cal Newport
- *A World Without Email: Reimagining Work in an Age of Communication Overload* by Cal Newport