My Top Books!!!

* [Sell It Like: Ryan Serhant](https://ryanserhant.com/sell-it-like-serhant-the-book/)
* [The C Students Guide To Success](https://www.goodreads.com/book/show/2005316.C_Students_Guide_To_Success)
* [The Operator](https://www.goodreads.com/book/show/34127824-the-operator)
* [Your Best Year Ever](https://yourbestyeareverbook.com/)
* [Way of the Wolf: Become a Master Closer with Straight Line Selling](https://www.goodreads.com/book/show/32920300-way-of-the-wolf)
* [Spin Selling: Neil Rackham](https://www.thriftbooks.com/w/spin-selling-by-neil-rackham/245767/item/4361033/?mkwid=%7cdc&pcrid=450665973549&pkw=&pmt=&slid=&plc=&pgrid=110661787651&ptaid=pla-1121313270872&gclid=Cj0KCQjwoJX8BRCZARIsAEWBFMJuMpNJGO49HfvN-wr4gJYlgrSv3tlDmuy4Hzo7BPCm8wV_HoVfpC4aAgmeEALw_wcB#idiq=4361033&edition=2340889)
* [Shoe Dog](https://www.simonandschuster.com/books/Shoe-Dog/Phil-Knight/9781501135927)
* [Awakening your IKIAGI](https://www.goodreads.com/book/show/36496221-awakening-your-ikigai)
* [Anthony Robbins Awaken the Giant Within](https://lifeclub.org/books/awaken-the-giant-within-tony-robbins-review-summary)
* [The Sell: The Secrets of Selling Anything to Anyone Fredrik Eklund](https://books.google.com/books/about/The_Sell.html?id=GT3TCwAAQBAJ)
* [Thinking in Bets: Annie Duke](https://www.barnesandnoble.com/w/thinking-in-bets-annie-duke/1126895263)
* [Mentor Leader: Tony Dungy](https://www.tyndale.com/sites/coachdungy/product/the-mentor-leader/)
* [The Culture Code: Daniel Coyle](https://www.audible.com/ep/title/?asin=B077BPKPZQ&source_code=GO1GBSH09091690EI&device=d&cvosrc=ppc.google.the%20culture%20code&cvo_campaign=250472289&cvo_crid=260135991573&Matchtype=e&ds_rl=1262685&ds_rl=1263561&ds_rl=1260658&gclid=CjwKCAiA7939BRBMEiwA-hX5J6cWKyqZeF4ZuUGmba8CsvaHSav69-S3wo3f72w97-93JPPMPYi1khoCrpcQAvD_BwE&gclsrc=aw.ds)
* [Atomic Habits: James Clear](https://jamesclear.com/introducing-atomic-habits)
* [Virtual Selling: Jeb Blount (Which was written during Covid-19)](https://play.google.com/store/books/details?id=QQXtDwAAQBAJ&gl=us&hl=en-US&source=productsearch&utm_source=HA_Desktop_US&utm_medium=SEM&utm_campaign=PLA&pcampaignid=MKT-FDR-na-us-1000189-Med-pla-bk-Evergreen-Jul1520-PLA-eBooks_Business_Economics&gclid=Cj0KCQiA5bz-BRD-ARIsABjT4nik9GDpOTIzXlI5rM9doG8x0NSClxevn8ZxvQlAh3rl1dvESPf5bP4aAqZzEALw_wcB&gclsrc=aw.ds)
* [The Path by Peter Mallouk with Tony Robbins](https://tr.tonyrobbins.com/pre-order)
* [The Psychology of Selling Brian Tracy](https://www.shortform.com/summary/the-psychology-of-selling-summary-brian-tracy?gclid=CjwKCAjwo_KXBhAaEiwA2RZ8hL00yen4R0sKGcNH7FYkqN7rliC4MFHmg4ATKgNW4kxOFPi0UVovGxoCYaIQAvD_BwE)
* [Thinking Fast and Slow Daniel Khaneman](https://www.google.com/search?gs_ssp=eJzj4tLP1TfIyKgwyDYyYPQSK8nIzMvOzEtXSEssLlFIzEtRKM7JLwcA0roMGA&q=thinking+fast+and+slow&rlz=1C1CHBF_enUS919US919&oq=Thinking+&aqs=chrome.1.69i57j46i67j0i67l2j0i131i433i512j0i67l2j0i131i433i512l2j0i271.2391j0j15&sourceid=chrome&ie=UTF-8)
* [Message from the middle of nowhere Gunnar Andri](https://www.google.com/search?q=MEssage+from+the+middle+of+nowhere&rlz=1C1CHBF_enUS919US919&sxsrf=ALiCzsbaSimhmrZlmJ_uwyz-kQcEnDaopA%3A1660747798041&ei=FgD9Yr_7AYyo5NoP6_OpyAM&ved=0ahUKEwi_3sDUj875AhUMFFkFHet5CjkQ4dUDCA4&uact=5&oq=MEssage+from+the+middle+of+nowhere&gs_lcp=Cgdnd3Mtd2l6EAMyBQgAEIAEMgUIABCABDIFCAAQgAQyBQgAEIAEMgYIABAeEBYyBQgAEIYDMgUIABCGAzIFCAAQhgM6BAguECc6BAgjECc6BAguEEM6EQguEIAEELEDEIMBEMcBENEDOggILhCxAxCDAToICAAQgAQQsQM6BAgAEEM6CwgAEIAEELEDEIMBOgcILhDUAhBDOgUILhCRAjoHCC4QsQMQQzoKCC4QsQMQ1AIQQzoKCAAQsQMQgwEQQzoKCAAQsQMQgwEQCjoFCC4QgAQ6EQguEIAEENQCEIsDEJgDEKgDOhEILhCABBDUAhCLAxCoAxCYAzoRCC4QgAQQ1AIQiwMQpAMQqAM6CwguEIAEELEDEIMBOggILhCABBDUAjoNCAAQsQMQgwEQyQMQCjoFCAAQkgM6BAgAEAM6BAgAEAo6CAgAEB4QDxAWOggIABAeEBYQCkoECEEYAEoECEYYAFAAWNobYNIdaABwAXgAgAG8AYgBlhWSAQQzMC40mAEAoAEBuAECwAEB&sclient=gws-wiz)
* [Talking to Goats Jim Gray](https://www.goodreads.com/book/show/52940539-talking-to-goats?from_search=true&from_srp=true&qid=10DYOKudDb&rank=1)
* [The Everything guide to investing in your 20s and 30s](https://www.goodreads.com/book/show/41745612-the-everything-guide-to-investing-in-your-20s-30s?from_search=true&from_srp=true&qid=ArLX7ivxlw&rank=1)
* [The Way of the Seal by Mark Divine](https://www.goodreads.com/search?q=The+way+of+the+seal&qid=)
* [Who Moved My cheese by Spencer Johnson Kenneth Blanchard](https://www.goodreads.com/book/show/4894.Who_Moved_My_Cheese_?from_search=true&from_srp=true&qid=V18hLEE30r&rank=1)
* [Growth IQ by Tiffani Bova](https://www.goodreads.com/book/show/40632687-growth-iq?from_search=true&from_srp=true&qid=8to8iex22P&rank=1)
* [The Power of Now Eckhart Tole](https://www.goodreads.com/book/show/6708.The_Power_of_Now?from_search=true&from_srp=true&qid=qM0rxzLp07&rank=1)
* [Asking for Trouble- Understanding what people think when you can’t trust what they say-Jon Cohen](https://www.goodreads.com/book/show/58049993-asking-for-trouble?from_search=true&from_srp=true&qid=fhqq2NjU0H&rank=19)

*These are in no specific order, but I did start my career in sales by reading the C Students Guide to Success and think it was the best way to start!*