

Recommended Reading List

- [The Millionaire Real Estate Agent](#) by Gary Keller
- [Shift: How Top Real Estate Agents Tackle Tough Times](#) by Gary Keller
- [The ONE Thing: The Surprisingly Simple Truth About Extraordinary Results](#) by Gary Keller
- [The Millionaire Real Estate Investor: Anyone Can Do it - Not Everyone Will](#) by Gary Keller
- [Rich Dad Poor Dad: What the Rich Teach Their Kids About Money That the Poor and Middle Class Do Not!](#) By Robert Kiyosaki
- [Rich Dad's CASHFLOW Quadrant: Rich Dad's Guide to Financial Freedom](#) by Robert Kiyosaki
- [Think and Grow Rich](#) by Napoleon Hill
- [Atomic Habits: An Easy & Proven Way to Build Good Habits & Break Bad Ones](#) by James Clear
- [Good to Great: Why Some Companies Make the Leap...And Others Don't](#) by Jim Collins
- [Find Your Why: A Practical Guide for Discovering Purpose for You and Your Team](#) by Simon Sinek
- [The Infinite Game](#) by Simon Sinek
- [Start with Why: How Great Leaders Inspire Everyone to Take Action](#) by Simon Sinek
- [The Five Dysfunctions of a Team: A Leadership Fable](#) by Patrick Lencioni
- [The 6 Types of Working Genius: A Better Way to Understand Your Gifts, Your Frustrations, and Your Team](#) by Patrick Lencioni
- [The Millionaire Next Door: The Surprising Secrets of America's Wealthy](#) by Thomas J. Stanley
- [How to Win Friends & Influence People](#) by Dale Carnegie
- [Rainmaker: Blueprint For Success In Real Estate Lead Generation](#) by John Dietz

- [Scripts for Success: In Real Estate](#) by John Dietz
- [The Traveler's Gift: Seven Decisions that Determine Personal Success](#) by Andy Andrews
- [Know What You're FOR: A Growth Strategy for Work, An Even Better Strategy for Life](#) by Jeff Henderson
- [Greenlights](#) by Matthew McConaughey
- [Unfu*k Yourself: Get Out of Your Head and into Your Life: Break Free from Self-Sabotage](#) by Gary John Bishop
- [Stop Doing That Sh*t: End Self-Sabotage and Demand Your Life Back](#) by Gary John Bishop
- [The Subtle Art of Not Giving a F*ck: A Counterintuitive Approach to Living a Good Life](#) by Mark Manson
- [Profit First: Transform Your Business from a Cash-Eating Monster to a Money-Making Machine](#) by Mike Michalowicz
- [The 12 Week Year: Get More Done in 12 Weeks than Others Do in 12 Months](#) by Brian P. Moran
- [The 4-Hour Workweek: Escape 9-5, Live Anywhere, and Join the New Rich](#) by Timothy Ferriss
- [Never Split the Difference: Negotiating As If Your Life Depended On It: Unlock Your Persuasion Potential in Professional and Personal Life](#) by Chris Voss
- [Who Not How: The Formula to Achieve Bigger Goals Through Accelerating Teamwork](#) by Dan Sullivan
- [What Got You Here Won't Get You There: How Successful People Become Even More Successful](#) by Marshall Goldsmith
- [The 10X Rule: The Only Difference Between Success and Failure](#) by Grant Cardone
- [7L: The Seven Levels of Communication: Go From Relationships to Referrals](#) by Michael J. Maher

- [The Miracle Morning: The Not-So-Obvious Secret Guaranteed to Transform Your Life \(Before 8AM\)](#) by Hal Elrod
- [The Daily Stoic: 366 Meditations on Wisdom, Perseverance, and the Art of Living](#) by Ryan Holiday
- [The 7 Habits of Highly Effective People](#) by Stephen R. Covey
- [Living Untethered: Beyond the Human Predicament](#) by Michael A. Singer
- [The Field Guide to Emotions: A Practical Orientation to 150 Essential Emotions](#) by Dan Newby
- [Emotional Intelligence 2.0](#) by Travis Bradberry
- [The Mountain Is You: Transforming Self-Sabotage Into Self-Mastery](#)
- [The Alchemist, 25th Anniversary: A Fable About Following Your Dream](#) by Paulo Coelho
- [Fierce Conversations: Achieving Success at Work and in Life One Conversation at a Time](#) by Susan Scott
- [Never Split the Difference: Negotiating As If Your Life Depended On It: Unlock Your Persuasion Potential in Professional and Personal Life](#) by Chris Voss
- [The 5 Second Rule: Transform your Life, Work, and Confidence with Everyday Courage](#) by Mel Robbins
- [The High 5 Habit: Take Control of Your Life with One Simple Habit](#) by Mel Robbins
- [The Golden Handoff: How to Buy and Sell a Real Estate Agent's Business](#) by Nick Krautter
- [Exactly What to Say](#) by Phil M. Jones
- [Exactly What to Say: For Real Estate Agents](#) by Phil M. Jones
- [The Happiness Advantage: The Seven Principles of Positive Psychology That Fuel Success and Performance at Work](#) by Shawn Achor

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