
NEW AGENT 365

BOOKS TO READ



MARKETING BOOKS

- *Difference* by Bernadette Jiwa
- *The 22 Immutable Laws of Marketing* by Al Reis and Jack Trout
- *Contagious* by Jonah Berger
- *Secret Formulas Of the Wizard of Ads* by Roy H. Williams
- *The Connector's Way: A Story About Building Business One Relationship at a Time* by Patrick Galvin

BUSINESS AND REAL ESTATE RESOURCES

- *Ninja Selling: Subtle Skills, Big Results* by Larry Kendall (both book and conference)
- *Millionaire Real Estate Agent* by Gary Keller, Dave Jenks, Jay Papasan
- *Purple Cow: Transform Your Business by Being Remarkable* by Seth Godin
- *Ask Gary Vee: One Entrepreneurs Take on Leadership, Social Media and Self-Awareness* by Gary Vaynerchuck
- *The Book of Yes: The Ultimate Real Estate Agent Conversion Guide* by Kevin Ward
- *The 10x Rule: The Only Difference Between Success and Failure* by Grant Cardone

MINDSET BOOKS

- *Think and Grow Rich* by Napoleon Hill
- *Mindset* by Carol S. Dweck
- *The Go-Giver* by Bob Burg and John David Mann
- *How to Win Friends and Influence People* by Dale Carnegie
- *The Secret* by Rhonda Byrne
- *Harmonic Wealth: The Secret of Attracting the Life You Want* by James Arthur Ray
- *Mind Hacking: How to Change Your Mind for Good in 21 Days* by Sir John Hargrave
- *The Alchemist* by Paulo Coelho
- *The Subtle Art of Not Giving a F*ck* by Mark Manson
- *You Are A Badass* by Jen Sincero
- *5-Second Rule* by Mel Robbins
- *The Science of Getting Rich* by Wallace D. Wattles