

Recommended Reading List

- Best Life Practices for Salespeople
 - Give and Take by Adam Grant
 - The Go Giver by Bob Burg and John David Mann
 - The Click Moment by Frans Johansson
 - Acres of Diamonds by Russell H. Conwell

- Psychology & Economics of Relationships
 - Relationship Economics by Lindon J. Robison and Bryan K. Ritchie
 - The Speed of Trust by Steven M.R. Covey
 - The Power of Persuasion by Robert Levine

- Sales Technique
 - Spin Selling by Neil Rackham
 - The Art of the Pitch by Peter Coughter
 - To Sell is Human by Daniel H. Pink

- Social Selling
 - The Power Formula for LinkedIn Success by Wayne Breitbarth