

TAKE FLIGHT READING LIST

The Cabin

1. “The Go Giver” by Bob Burg
2. “Sell It Like Serhant” by Ryan Serhant
3. “Ninja Selling” by Larry Kendall
4. “Unreasonable Hospitality” by Will Guidera
5. “The Seven Levels of Communication” by Michael J Maher
6. “The Millionaire Real Estate Agent” by Gary Keller
7. “The Trusted Advisor” by David Maister
8. “Success Is In Your Sphere” by Zvi Band
9. “Giftology” by John Ruhlin
10. “Exactly What To Say”. by Phil M Jones
11. “Exactly What to Say for Real Estate Agents” by Phil M Jones
12. “Generating Referrals Without Asking” by Stacey Brown Randall
13. “Influence” by Robert Cialdini
14. “Never Lose a Customer Again” by Joey Coleman
15. “The Gold Standard” by Colin Cowie

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WITH JIM MILLER