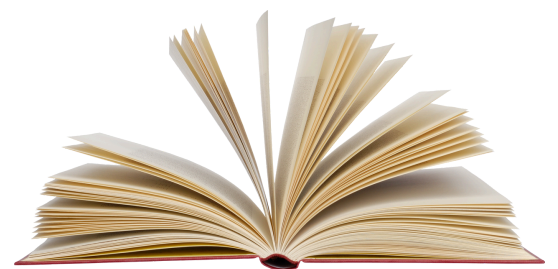
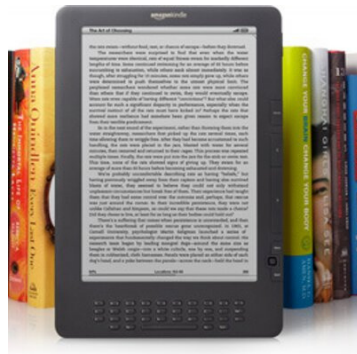


# REAL ESTATE BOOK RECOMMENDATIONS



# STAGE 1: MINDSET, CONFIDENCE & PROFESSIONAL IDENTITY

## SELL IT LIKE SERHANT

AUDIOBOOK • KINDLE • HARDCOVER

Ryan Serhant

## THE WAY OF THE WOLF

AUDIOBOOK • KINDLE • HARDCOVER

Jordan Belfort

## LEADERSHIP STRATEGY AND TACTICS

AUDIOBOOK • KINDLE • HARDCOVER

Jocko Willink

## NINJA SELLING

AUDIOBOOK • KINDLE • HARDCOVER

Larry Kendall

# STAGE 2: “I’M NEW... WHAT DO I ACTUALLY DO?”

## THE NEW REAL ESTATE AGENT’S HANDBOOK Nick Tsai

AUDIOBOOK • KINDLE • PAPERBACK

## THE STARTUP AGENT

AUDIOBOOK • KINDLE • PAPERBACK

Raymond Sjolseth

## REALTOR’S TOP SECRETS

AUDIOBOOK • KINDLE • PAPERBACK

John Kaufman

## **STAGE 3: PROSPECTING & GETTING CLIENTS**

### **REAL ESTATE PROSPECTING**

AUDIOBOOK • KINDLE • PAPERBACK

Tristan Ahumada

### **PROSPECT: THE REAL ESTATE LEAD GENERATION MANUAL**

AUDIOBOOK • KINDLE • PAPERBACK

Brian Icenhower

### **+LEADS**

AUDIOBOOK • KINDLE • PAPERBACK

James Harrison

### **GENERATING LEADS**

AUDIOBOOK • KINDLE • PAPERBACK

Don Loyd

## **STAGE 4: SCRIPTS & WHAT TO SAY**

### **EXACTLY WHAT TO SAY FOR REAL ESTATE AGENTS**

AUDIOBOOK • KINDLE • PAPERBACK

Chris Smith & Jimmy Mackin

### **THE BUYER MAGNET**

AUDIOBOOK • KINDLE • PAPERBACK

Don Loyd

## **STAGE 5: MARKETING THAT ACTUALLY WORKS**

### **THE I-PAGE MARKETING PLAN**

AUDIOBOOK • KINDLE • PAPERBACK

Allan Dib

### **THE HYPERLOCAL HYPERFAST REAL ESTATE AGENT**

AUDIOBOOK • KINDLE • PAPERBACK

Daniel Lesniak

### **THE MILLION DOLLAR LISTING SOCIAL MEDIA**

AUDIOBOOK • KINDLE • PAPERBACK

Sebastian Acosta

### **INSTAGRAM MARKETING FOR REALTORS**

AUDIOBOOK • KINDLE • PAPERBACK

Michael Smythe

### **REAL ESTATE MARKETING IN THE DIGITAL AGE**

AUDIOBOOK • KINDLE • PAPERBACK

Jorge Hernández

## **STAGE 6: WINNING LISTINGS**

### **LISTING BOSS**

AUDIOBOOK • KINDLE • HARDCOVER

Hoss Pratt

### **102 CLEVER WAYS TO GET MORE LISTINGS**

AUDIOBOOK • KINDLE • PAPERBACK

Jack Calhoun

### **LIST TO LAST**

AUDIOBOOK • KINDLE • PAPERBACK

Ricky Carruth

### **HOME SELLER GENIUS**

AUDIOBOOK • KINDLE • PAPERBACK

Frances Flynn Thorsen

## **STAGE 7:**

### **POSTCARDS, SOI & NEIGHBORHOOD AUTHORITY**

#### **SUCCESS WITH REAL ESTATE MAILERS**

AUDIOBOOK • KINDLE • PAPERBACK

Janine Sasso

#### **SUCCESS WITH SOI POSTCARDS**

AUDIOBOOK • KINDLE • PAPERBACK

Janine Sasso

#### **SUCCESS WITH JUST LISTED AND JUST SOLD POSTCARDS**

AUDIOBOOK • KINDLE • PAPERBACK

Janine Sasso

#### **SUCCESS WITH NEIGHBORHOOD EVENTS**

AUDIOBOOK • KINDLE • PAPERBACK

Janine Sasso

#### **JUST SOLD**

AUDIOBOOK • KINDLE • PAPERBACK

Learn2EarnPH

## **STAGE 8:**

### **PRICING & SOUNDING LIKE AN EXPERT**

#### **BROKER PRICE OPINION BLUEPRINT**

AUDIOBOOK • KINDLE • PAPERBACK

J.J. Wallace

#### **MASTERING MARKET ANALYSIS**

AUDIOBOOK • KINDLE • PAPERBACK

Barrett Williams

#### **THE REALTOR'S BLUE BOOK**

AUDIOBOOK • KINDLE • PAPERBACK

Learn2EarnPH

## **STAGE 9: BUYERS**

### **ULTIMATE 2025 HOME BUYERS GUIDE**

AUDIOBOOK • KINDLE • PAPERBACK

Diana Bracy

### **FROM RENTING TO OWNING**

AUDIOBOOK • KINDLE • PAPERBACK

Stephen Kingery

### **MOVE-UP BUYER'S GUIDE**

AUDIOBOOK • KINDLE • PAPERBACK

Don Loyd

### **PRO TIPS FOR BUYING A HOME**

AUDIOBOOK • KINDLE • PAPERBACK

Beth Green

## **STAGE 10: NEGOTIATION & CONTRACTS**

### **THE DEAL**

AUDIOBOOK • KINDLE • HARDCOVER

Josh Flagg

### **THE ULTIMATE GUIDE TO REAL ESTATE NEGOTIATION**

AUDIOBOOK • KINDLE • PAPERBACK

Don Loyd

### **THE ART OF DUE DILIGENCE**

AUDIOBOOK • KINDLE • PAPERBACK

Barrett Williams

## **STAGE 11: FSBO, WEIRD SELLERS & TRICKY SITUATIONS**

### **FOR SALE BY OWNER**

AUDIOBOOK • KINDLE • PAPERBACK

FSBO Pro

### **SELLING YOUR HOME ON YOUR TERMS**

AUDIOBOOK • KINDLE • PAPERBACK

Stephen Kingery

### **HOW I SOLD MY HOUSE IN 22 DAYS**

AUDIOBOOK • KINDLE • PAPERBACK

Marita Kinney

## **STAGE 12: ADVANCED KNOWLEDGE THAT MAKES THEM LOOK 10 YEARS IN**

### **MASTERING 1031 EXCHANGES**

AUDIOBOOK • KINDLE • PAPERBACK

Barrett Williams

### **SHORT SALE**

AUDIOBOOK • KINDLE • PAPERBACK

Robert Manton

### **THE REAL ESTATE MOGUL GAME**

AUDIOBOOK • KINDLE • PAPERBACK

Nick Simoneschi

## **STAGE 13: SYSTEMS, SCALE & TEAM THINKING**

**THE MILLION DOLLAR REAL ESTATE TEAM** Bradley Pounds & Chris Watters

AUDIOBOOK • KINDLE • HARDCOVER

**DEATH BY MEETING**

Patrick Lencioni

AUDIOBOOK • KINDLE • HARDCOVER

**THE FOCUS PROJECT**

Erik Qualman

AUDIOBOOK • KINDLE • HARDCOVER

**THE FOCUS PROJECT**

Erik Qualman

AUDIOBOOK • KINDLE • HARDCOVER

**SIX WEEKS TO REAL ESTATE SUCCESS**

Dustin Fox

AUDIOBOOK • KINDLE • PAPERBACK

## **STAGE 14: MODERN AGENT LEVERAGE**

**CHATGPT PROMPTS FOR REAL ESTATE AGENTS**

Grant Mercer

AUDIOBOOK • KINDLE • PAPERBACK

**CHATGPT FOR REAL ESTATE AGENTS**

U.M. Byte

AUDIOBOOK • KINDLE • PAPERBACK

**REAL ESTATE AND AI**

Barrett Williams

AUDIOBOOK • KINDLE • PAPERBACK

**HOUSE HACKING WITH AI**

Ron Pekman

AUDIOBOOK • KINDLE • PAPERBACK