

RECOMMENDED READING

Throughout this program, additional reading and materials is encouraged to assist you in your overall success, not only as a WWFI Broker but also toward personal growth and betterment. It is encouraged to read at least one of these books a month.

The initial book that is recommended is SPIN Selling by Neil Rackman.

READING LIST:

1. Book Yourself Solid: The Fastest, Easiest and Most Reliable System for Getting More Clients Than You Can Handle, Even if You Hate Marketing and Selling (Michael Port and Tim Sanders, 2008)
2. The Law of Success In Sixteen Lessons (Napoleon Hill)
3. Success Through A Positive Mental Attitude (Napoleon Hill and W. Stone)
4. Maximum Achievement: Strategies and Skills That Will Unlock Your Hidden Powers to Succeed (Brian Tracy, 1995)
5. As A Man Thinketh (James Allen, 2008)
6. Way of the Peaceful Warrior: A Book That Changes Lives (Dan Millman, 2006)
7. Acres of Diamonds (Russell H. Conwell, 2008)
8. The Present: The Secret to Enjoying Your Work and Life, Now! (Spencer Johnson, 2003)
9. Who Moved My Cheese? An Amazing Way to Deal with Change in Your Work and in Your Life (Spencer Johnson and Kenneth Blanchard, 1998)
10. See You at The Top (Zig Zigler, 2000)
11. 7 Habits of Highly Effective People (Stephen Covey)
12. The Power of Positive Living (Norman Vincent Peale 1996)
13. Developing the Leader Within You (John C. Maxwell, 2005)
14. Awaken the Giant Within: How to Take Immediate Control of Your Mental, Emotional, Physical and Financial Destiny! (Anthony Robbins, 1992)
15. The Richest Man In Babylon (George S. Clason)
16. The Greatest Salesmen in the World (Og Mandino, 1983)
17. Seasons of Life (Jim Rohn, 1981)
18. The Sales Bible: The Ultimate Sales Resource, New Edition (Jeffrey Gitomer, 2008)
19. Success Principles: How to Get From Where You Are to Where You Want to Be (Jack Canfield and Janet Switzer, 2006)
20. Automatic Millionaire: A Powerful One-Step Plan to Live and Finish Rich (David Bach, 2003)
21. One Minute Manager (Kenneth Blanchard & Spencer Johnson, 1982)
22. The Wedge: How to Stop Selling and Start Winning (Randy Schwantz, 1998)
23. The Tipping Point: How Little Things Can Make a Big Difference (Malcom Gladwell, 2002)
24. How to Win Friends and Influence People (Dale Carnegie, 1998)
25. Little Red Book of Selling: 12.5 Principles of Sales Greatness (Jeffrey Gitomer, 2004)