

MY SOURCES OF WISDOM

BLOGS

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|---|--|
| <input type="checkbox"/> Gong.io | <input type="checkbox"/> Sales Insights Lab |
| <input type="checkbox"/> GTMnow | <input type="checkbox"/> Sales Assembly |
| <input type="checkbox"/> Close | <input type="checkbox"/> MEDDIC Academy |
| <input type="checkbox"/> Outreach | <input type="checkbox"/> Jeff Molander |
| <input type="checkbox"/> Sales Gravy | <input type="checkbox"/> FACTOR8 |
| <input type="checkbox"/> Selling Power | <input type="checkbox"/> The Brooks Group |
| <input type="checkbox"/> RAIN Group Sales | <input type="checkbox"/> Topline Leadership |
| <input type="checkbox"/> Sandler | <input type="checkbox"/> The Harris Consulting Group |
| <input type="checkbox"/> Gap Selling | <input type="checkbox"/> Cerebral Selling |
| <input type="checkbox"/> Winning by Design | <input type="checkbox"/> Saasy Sales |
| <input type="checkbox"/> Sales Impact Academy | <input type="checkbox"/> Hofstede insights |
| <input type="checkbox"/> pclub.io | |

YOUTUBE

- | | |
|---|---|
| <input type="checkbox"/> Flip the Script | <input type="checkbox"/> Jeremy Miner |
| <input type="checkbox"/> Salesman. com | <input type="checkbox"/> Influenceatwork |
| <input type="checkbox"/> Winning by Design | <input type="checkbox"/> GavTye - B2B SaaS Lead Generation & Sales Strategy |
| <input type="checkbox"/> Sales Insights Lab | <input type="checkbox"/> by Hannah Ajikawo |
| <input type="checkbox"/> Sales Feed | <input type="checkbox"/> Sales Leader Forums |
| <input type="checkbox"/> Sell Better | <input type="checkbox"/> Marcus Chan |
| <input type="checkbox"/> John Barrows | <input type="checkbox"/> Sandler Worldwide |
| <input type="checkbox"/> Josh Braun | <input type="checkbox"/> Gong.io |
| <input type="checkbox"/> 30 Minutes to President's Club | <input type="checkbox"/> Cognism |
| <input type="checkbox"/> Chris Orlob | <input type="checkbox"/> Kayvon Kay |
| <input type="checkbox"/> The Black Swan Group | <input type="checkbox"/> Sales for Life |
| <input type="checkbox"/> GTMnow | <input type="checkbox"/> Richardson |
| <input type="checkbox"/> Mark Hunter – The Sales Hunter | |



MY SOURCES OF WISDOM

BOOK	Author(s)
<input type="checkbox"/> Sales Management. Simplified.	Mike Weinberg
<input type="checkbox"/> Cracking the Sales Management Code: The Secrets to Measuring and Managing Sales Performance	Jason Jordan, Michelle Vazzana
<input type="checkbox"/> The Accidental Sales Manager: How to Take Control and Lead Your Sales Team to Record Profits	Chris Lytle
<input type="checkbox"/> The Sales Boss: The Real Secret to Hiring, Training and Managing a Sales Team	Jonathan Whistman
<input type="checkbox"/> ProActive Sales Management: How to Lead, Motivate, and Stay Ahead of the Game	William Miller
<input type="checkbox"/> The Qualified Sales Leader: Proven Lessons from a Five Time CRO	John McMahon, Dev Ittycheria
<input type="checkbox"/> Crucial Conversations: Tools for Talking When Stakes are High, Third Edition	Joseph Grenny, Kerry Patterson, et al
<input type="checkbox"/> First, Break All The Rules: What the World's Greatest Managers Do Differently	Jim Harter, Marcus Buckingham, et al.
<input type="checkbox"/> Sales Management That Works: How to Sell in a World that Never Stops Changing	Frank V. Cespedes
<input type="checkbox"/> From Selling to Managing: Guidelines for the First-Time Sales Manager	Ronald Brown
<input type="checkbox"/> Emotional Intelligence 2.0	Travis Bradberry, Jean Greaves
<input type="checkbox"/> The Sales Leader's Problem Solver: Practical Solutions to Conquer Management Mess-ups, Handle Difficult Sales Reps, and Make the Most of Every Opportunity	Suzanne Paling
<input type="checkbox"/> Smart Sales Manager: The Ultimate Playbook for Building and Running a High-Performance Inside Sales Team	Josiane Feigon
<input type="checkbox"/> Eat their lunch: winning customers away from your competition	Anthony Iannarino
<input type="checkbox"/> Stop Selling and Start Leading: How to Make Extraordinary Sales Happen	James M. Kouzes
<input type="checkbox"/> Leadership and Self-Deception: Getting out of the Box	Arbinger Institute
<input type="checkbox"/> The Ten-Day MBA: A Step-by-Step Guide to Mastering the Skills Taught In America's Top Business Schools	Steven Silbiger
<input type="checkbox"/> To Sell Is Human: The Surprising Truth About Moving Others	Daniel H. Pink
<input type="checkbox"/> Never Split the Difference: Negotiating As If Your Life Depended On It	Chris Voss
<input type="checkbox"/> The JOLT Effect: How High Performers Overcome Customer Indecision	Matthew Dixon, Ted McKenna
<input type="checkbox"/> Gap Selling: Getting the Customer to Yes: How Problem-Centric Selling Increases Sales by Changing Everything You Know About Relationships, Overcoming Objections, Closing and Price	Keenan
<input type="checkbox"/> Fanatical Prospecting: The Ultimate Guide to Opening Sales Conversations and Filling the Pipeline by Leveraging Social Selling, Telephone, Email, Text, and Cold Calling	Jeb Blount, Mike Weinberg
<input type="checkbox"/> The challenger sale: taking control of the customer conversation	Matthew Dixon, Brent Adamson
<input type="checkbox"/> The Introvert's Edge: How the Quiet and Shy Can Outsell Anyone	Matthew Pollard, Derek Lewis
<input type="checkbox"/> Pitch anything: an innovative method for presenting, persuading and winning the deal	Oren Klaff
<input type="checkbox"/> SPIN Selling	Neil Rackham



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BOOK	Author(s)
<input type="checkbox"/> Agile Selling: Get Up to Speed Quickly in Today's Ever-Changing Sales World	Jill Konrath
<input type="checkbox"/> More Sales, Less Time: Surprisingly Simple Strategies for Today's Crazy-Busy Sellers	Jill Konrath
<input type="checkbox"/> The Ultimate Sales Machine: Turbocharge Your Business with Relentless Focus on 12 Key Strategies	Chet Holmes
<input type="checkbox"/> Hope Is Not a Strategy: The 6 Keys to Winning the Complex Sale	Rick Page
<input type="checkbox"/> Grit: The Power of Passion and Perseverance	Angela Duckworth
<input type="checkbox"/> Addicted to the Process: How to Close Transactional Sales With Confidence and Consistency	Scott Leese
<input type="checkbox"/> Inbound Selling: How to Change the Way You Sell to Match How People Buy	Brian Signorelli
<input type="checkbox"/> New Sales. Simplified.: The Essential Handbook for Prospecting and New Business Development	Mike Weinberg, S. Anthony Iannarino
<input type="checkbox"/> The Sales Acceleration Formula: Using Data, Technology, and Inbound Selling to go from \$0 to \$100 Million	Mark Roberge
<input type="checkbox"/> The Only Sales Guide You'll Ever Need	Anthony Iannarino
<input type="checkbox"/> Secrets of Closing the Sale	Zig Ziglar
<input type="checkbox"/> 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
<input type="checkbox"/> The New Strategic Selling: The Unique Sales System Proven Successful by the World's Best Companies	Stephen Heiman, Tad Tuleja, Robert B. Miller, J. W. Marriott
<input type="checkbox"/> SNAP Selling: Speed Up Sales and Win More Business with Today's Frazzled Customers	Jill Konrath
<input type="checkbox"/> Little Red Book of Selling: 12.5 Principles of Sales Greatness	Jeffrey Gitomer
<input type="checkbox"/> Magnetic Selling: Develop the Charm and Charisma That Attract Customers and Maximize Sales	Robert W. Bly
<input type="checkbox"/> Insight Selling: Surprising Research on What Sales Winners Do Differently	Mike Schultz, John E. Doerr, Neil Rackham
<input type="checkbox"/> Smart calling: eliminate the fear, failure, and rejection from cold calling	Sobczak
<input type="checkbox"/> The Science of Selling: Proven Strategies to Make Your Pitch, Influence Decisions, and Close the Deal	David Hoffeld
<input type="checkbox"/> Influence: Science and Practice (5th Edition)	Robert B. Cialdini
<input type="checkbox"/> Words that Sell: More than 6000 Entries to Help You Promote Your Products, Services, and Ideas	Richard Bayan
<input type="checkbox"/> 7L: The Seven Levels of Communication: Go from Relationships to Referrals	Michael J. Maher
<input type="checkbox"/> Heart and Sell: 10 Universal Truths Every Salesperson Needs to Know	Shari Levitin
<input type="checkbox"/> DISCOVER Questions get you connected. Volume 1, For professional sellers	Deb Calvert
<input type="checkbox"/> Emotional Intelligence for Sales Success Connect with Customers and Get Results	Colleen Stanley
<input type="checkbox"/> Dare to Lead: Brave Work. Tough Conversations. Whole Hearts.	Brené Brown



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☐ What Great Salespeople Do: The Science of Selling Through Emotional Connection and the Power of Story	Ben Zoldan, Michael T. Bosworth
☐ Mindset: The New Psychology of Success	Carol Dweck
☐ Sales Truth: Debunk the Myths. Apply Powerful Principles. Win More New Sales.	Mike Weinberg
☐ Selling to the C-Suite: What Every Executive Wants You to Know about Successfully Selling to the Top	Nicholas A C Rea, Stephen J Bistriz
☐ The SaaS Sales Method for Customer Success & Account Managers: How to Grow Customers	Dominique Levin & Jacco van der Kooij & Winning by Design
☐ 5-Minute Selling: The Proven, Simple System That Can Double Your Sales ... Even When You Don't Have Time	Alex Goldfayn
☐ Atomic habits: an easy and proven way to build good habits and break bad ones	James Clear
☐ The Go-Giver, Expanded Edition: A Little Story About a Powerful Business Idea	Bob Burg, John David Mann
☐ Predictable Revenue: Turn Your Business Into A Sales Machine With The \$100 Million Best Practices Of Salesforce.com	Aaron Ross, Marylou Tyler
☐ Outbound Sales, No Fluff: Written by Two Millennials Who Have Actually Sold Something This Decade.	Ryan Reiser, Rex Biberston
☐ Emotional agility: get unstuck, embrace change, and thrive in work and life	Susan A David
☐ Start with Why: How Great Leaders Inspire Everyone to Take Action	Simon Sinek
☐ Predictably Irrational: The Hidden Forces That Shape Our Decisions	Dan Ariely
☐ How to Talk to Anyone: 92 Little Tricks for Big Success in Relationships	Leil Lowndes
☐ Buyology: Truth and Lies About Why We Buy	Martin Lindstrom
☐ Getting to yes : negotiating agreement without giving in	Roger Fisher, William Ury, Bruce Patton
☐ Doesn't Hurt to Ask: Using the Power of Questions to Communicate, Connect, and Persuade	Trey Gowdy
☐ From Impossible To Inevitable: How Hyper-Growth Companies Create Predictable Revenue	Aaron Ross, Jason Lemkin
☐ Everybody Lies: Big Data, New Data, and What the Internet Can Tell Us About Who We Really Are	Seth Stephens-Davidowitz
☐ Solution Selling: Creating Buyers in Difficult Selling Markets	Michael Bosworth
☐ How to Win Friends & Influence People	Dale Carnegie
☐ Extreme Ownership: How U.S. Navy SEALs Lead and Win	Jocko Willink, Leif Babin
☐ Winning with data : transform your culture, empower your people, and shape the future	Frank Bien, Tomasz Tunguz
☐ The 7 Habits of Highly Effective People: Powerful Lessons in Personal Change	Stephen R. Covey
☐ Rejection Proof: How I Beat Fear and Became Invincible Through 100 Days of Rejection	Jia Jiang
☐ Selling to Big Companies	Jill Konrath



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<input type="checkbox"/> The Subtle Art of Not Giving a F*ck: A Counterintuitive Approach to Living a Good Life	Mark Manson
<input type="checkbox"/> Eat That Frog!: 21 Great Ways to Stop Procrastinating and Get More Done in Less Time	Brian Tracy
<input type="checkbox"/> Methods of Persuasion: How to Use Psychology to Influence Human Behavior	Nick Kolenda
<input type="checkbox"/> Social Selling: Techniques to Influence Buyers and Changemakers	Tim Hughes, Matt Reynolds
<input type="checkbox"/> Consultative Selling: The Hanan Formula for High-Margin Sales at High Levels	Mack Hanan
<input type="checkbox"/> Secrets of Question-Based Selling: How the Most Powerful Tool in Business Can Double Your Sales Results	Thomas A. Freese
<input type="checkbox"/> The Closer's Survival Guide: Over 100 Ways to Ink the Deal	Grant Cardone
<input type="checkbox"/> Captivate: The Science of Succeeding with People	Vanessa Van Edwards
<input type="checkbox"/> Understanding Global Cultures: Metaphorical Journeys Through 34 Nations, Clusters of Nations, Continents, and Diversity	Martin J. Gannon, Rajnandini K Pillai
<input type="checkbox"/> Expand Your Borders: Discover Ten Cultural Clusters (CQ Insight Series Book 1)	David A. Livermore
<input type="checkbox"/> Culture Code: An Ingenious Way to Understand Why People Around the World Buy and Live as They Do	Clotaire Rapaille
<input type="checkbox"/> The Culture Map: Breaking Through the Invisible Boundaries of Global Business	Erin Meyer

