

BOOK REPORT

APPROVED LIST

True Professionalism
David Malster

Tipping Point
Malcom Gladwell

The 21 Irrefutable Laws of Leadership
John C. Maxwell

Mastering the Art of Marketing Professionals Services
Allan S. Boross/Michael G. Cummings

Blink
Malcolm Gladwell

The Enegy Bus
Jon Gordon

Endless Referrals
Bob Burg

Rainmaking: Attract New Clients No Matter What Your Field
Ford Harding

Permission Marketing
Seth Godin

Power Networking: 55 Secrets for Personal & Professional Sucess
Donna Fisher/Sandy Vilas

Spin Selling
Neil Rackham

Never Eat Alone
Keith Ferrazzi

The Trusted Advisor
David Maister/Charles Green/Robert Galford

The Rainmaker's Toolkit
Harry Mills

Go For No
Richard Fenton

Rainmaking Made Simple: What Every Professional Must Know
Mark Maraia

Go Giver, Bob Burg
John David Mann

Getting Things Done
David Allen

Selling the Invisible
Harry Beckwith

Good to Great
Jim Collins

The One Minute Manager
Ken Blanchard

Rainmaking: The Professionals Guide to Attracting New Clients
Ford Harding

Start with Why
Simon Sinek

The Five Dysfunctions of a Team
Patrick Lencioni

How to Win Fiends and Influence People
Dale Carnegie

Leaders Eat Last
Simon Sinek

It's Not Just Who You Know
Tommy Spaulding

Fish! A Remarkable Way to Boost Morale and Improve Results
Stephen Lunden/Harry Paul/John Christensen