

## Sell It Like Serhant: How To Sell More, Earn More, And Become The Ultimate Sales Machine

Shares examples and anecdotes and offers a framework to successfully develop new business.

In this groundbreaking book, Sabri Suby, the founder of Australia's #1 fastest growing digital marketing agency, reveals his exclusive step-by-step formula for growing the sales of any business, in any market or niche! The 8 phase 'secret selling system' detailed in this book has been deployed in over 167 industries and is responsible for generating over \$400 million dollars in sales. This isn't like any business or marketing book you've ever read. There's no fluff or filler – just battle-hardened tactics that are working right now to rapidly grow sales. Use these timeless principles to rapidly and dramatically grow the sales for your business and crush your competition into a fine powder.

In Exactly What To Say for Real Estate Agents, Phil M. Jones, Chris Smith, and Jimmy Mackin provide 30 Magic Words to help with the most common, critical, and difficult conversations real estate agents have today. If you are open-minded to a better way of selling, this book is for you.

Millionaire Broker and star of Bravo's Million Dollar Listing and Sell It Like Serhant shows readers how to restructure their approach to money so they can achieve success in business and life. Big Money Energy is the feeling you get when you encounter someone who is massively succeeding at life. They're the ultimate picture of self-confidence. There's no bravado, no bragging—they know they have BME and so does everyone else. You get Big Money Energy by being 100% committed to making your vision a reality . . . and that vision has to be BIG. Ten years ago, Ryan Serhant, billion dollar broker and costar of Million Dollar Listing New York was living paycheck-to-paycheck and didn't even own a suit. Serhant realized that while he couldn't change his circumstances or the balance of his bank account, there was one thing he could change—his energy. The energy you give off impacts every area of your life, from how much money you earn and how much power you have, to who you socialize with and the jobs you get. Determined to leave his low-rent lifestyle behind forever, Serhant took life-changing steps that resulted in his getting cast on television, graduating to seven-figure sales, and doubling his income every year for the next decade. Serhant is now the CEO and Founder of SERHANT., a multi-dimensional real estate brokerage and media company, and averages a billion dollars in sales every year. In Big Money Energy, Serhant will show readers how he tapped into his Big Money Energy to crush his goals and achieve huge success, earning his first million before he turned thirty. Whether you're a self-made entrepreneur, a corporate executive or barista, Serhant will teach you how to climb the ladder to success better and faster than anyone else. If you want Big Money Energy, this is your blueprint. This book is an inspirational, lively guide for anyone who is ambitious enough to dream big and is committed to doing whatever it takes to conquer them.

It's Your Move

10 Simple Solutions to Worry

The Sell

Success with Listings

Walk Like a Giant, Sell Like a Madman

Personal Finance 101

The Art of Selling Yourself

Ninja Selling

If you want to know, step by step, how to quickly, easily, and smoothly walk anyone from being a skeptical prospect to a happy customer that refers you friends, family, and colleagues...then you want to read this book. Here's the deal: Selling is, at its core, isn't a patchwork of cheesy closing techniques, annoying high-pressure tactics, or gimmicky rebuttals. True salesmanship follows very specific laws, has very specific steps and stages, and leaves a customer feeling happy and helped. It's honest, respectful, enlightening, friendly, and done with real care. It's the type of selling that wins you not only customers, but fans. Not coincidentally, this is the type of selling that truly great salespeople have mastered. This is the type of selling that keeps pipelines full and moving, and that builds a strong, loyal customer base that continues to give back to you in the form of customer loyalty, reorders, and referrals. Well, that's what this book is all about. It will give you a crystal-clear picture of the exact steps that every sale must move through and why, and how to methodically take any prospect through each, and eventually to the close. And how to do it with integrity and pride. In this book, you'll learn things like... The eight precise steps of every sale. Leave any out, and you will struggle. Use them all correctly, and you will be able to close unlimited sales. The true purpose of the presentation and the crucial, often-missing steps that need to be taken first. If you're making the same presentation mistakes as most other salespeople, this chapter alone could double your sales. How to easily discover which prospects can use and pay for your product/service, and which can't. Time is your most valuable commodity as a salesperson, and if wasted, it costs you money. How to always have a line to go for a client and create an abundance of closing opportunities. This is the hallmark of every master closer. Learn it, use it, and profit. Why it's a myth that you need to know multiple ways to close deals. Learn this one, simple method, and you'll be able to use it to close all of your sales. Simple formulas to turn any objection into a closing opportunity. Use them and never fear hearing a prospect's objection ever again. And a whole lot more. This is more than a just a book, really. It's a step-by-step sales training course. Each chapter ends with precise exercises that will help you master each technique taught and each step of the sales process. If you are new to sales, make this book the first one you read, and you will greatly increase your chances for quick success. If you are a seasoned veteran and are looking for ways to improve your numbers, this book will help you make your sales goals a reality. SPECIAL BONUS FOR READERS With this book you'll also get a free "Road Map" from the author that lays out, in a PDF chart, every step and key principles taught in the book. Print it out and keep it handy because it makes for a great "cheat sheet" to use while selling, or just to refresh on what you've learned. Scroll up, click the "Buy" button now, learn the secrets of master closers, and use them to immediately improve your numbers

For fans of Open Book and Sell It Like Serhant, a heartfelt, humorous personal memoir and relatable guide to overcoming obstacles, wising up about romance, and getting ahead in your career from the star of Netflix's hit reality show Selling Sunset. In this engaging, witty, and inspirational memoir, Chrishell Stause shares her story of living an unconventional childhood in small-town Kentucky marked by periods of homelessness, family addiction struggles, and dreams of one day being on a daytime soap, all while managing the local Dairy Queen. Through resilience and grit, she overcame obstacles and pushed past every barrier in her path to become one of the most envied luxury realtors in Los Angeles and buzzworthy cast members in reality TV. She takes us behind the scenes of Selling Sunset, reveals never-before-told stories from her life in soaps, and even pulls back the curtain on her highly publicized life, offering insight not before shared. With her signature honesty and charm, Stause also gives tangible advice based on the lessons she's learned over the years and offers unique insight about how to stay resilient and positive no matter how many times life knocks you down. Under Construction is for anyone who wants to remember that no matter what happens or how, you have to get up, dress up, and show up, and walk back into the room stronger than ever before.

Shows that knowing the principles of selling is a prerequisite for success of any kind, and explains how to put those principles to use. This title includes tools and techniques for mastering persuasion and closing the sale.

A transformative system that shows leaders how to rethink their strategies, retool their capabilities, and revitalize their businesses for stronger, longer-lasting success. There's a learning curve to running any successful business. But when leaders begin to rely on past achievements or get stuck in old thinking and practices that no longer work, they need to take a step back—and unlearn. This innovative and actionable framework from executive coach Barry O'neilly shows leaders how to break the cycle and move away from once-useful mindsets and behaviors that were effective in the past but are no longer relevant in the current business climate and may now stand in the way of success. With this simple but powerful three-step system, leaders can: 1. Unlearn the behaviors and mindsets that keep them and their businesses from moving forward. 2. Relearn the skills, strategies, and innovations that are transforming the world every day. 3. Break through old habits and thinking by opening up to new ideas, perspectives, and resources. Good leaders know they need to continuously learn. But great leaders know when to unlearn the past to succeed in the future. This book shows them the way.

Mastering the Art of Selling Real Estate

America's #1 Salesman Shows You How to Sell Anything

Sold

Sell Like Crazy

How To Understand The Mind And Sell Anything

(And How to Sell Even More When They Are)

Inside The Mind of Sales

To the Moon and Back for You

The average real estate sells ten to twelve homes per year. A superstar salesperson sells fifty. Last year alone, Ralph Roberts sold more than six hundred residential properties -- fifty time more than the average competitor! What the secret behind the nation's bestselling real estate agent? How can you achieve similar phenomenal success in your field? More important, can you reach the megalevels Ralph Roberts attains year after year? Yes!

Rainmakers are the people who bring money into their organisations and this book is packed with hints and tips to pursue prospective customers and keep them.

Instant Wall Street Journal bestseller! From the first female real estate broker on Million Dollar Listing LA, a no-nonsense guide to analyzing big egos, deflecting power plays, and taking control of any room. Behind Tracy Tutor's on-screen persona is an uncanny knack for projecting confidence in the most intimidating of circumstances. The breezy, tough-talking, utterly inimitable businesswoman has rivaled her male co-stars to land increasingly high-profile deals in the world of LA real estate. Now, Tracy is leveraging her years of experience to write the go-to manual for any woman struggling to convince people she's in charge. If you get thrown off course by narcissistic personalities or freaked out by high-stakes situations, don't assume you're weak. When fear is running the show, you get wrapped up in your head and start missing important cues. Yes, the people you're dealing with seem scary, but they're more predictable than you think. Once you understand them, it's easy to stay on the right levels of influence to get what you want. Through candid, hilarious stories of her rise through a world of misogyny and cutthroat business dealings (text message screen shots from creeks included!), Tracy offers a crash course in the psychology of power dynamics and social signaling. You'll learn:
• What five things you should always find out about someone before you meet them
• How to choose the perfect outfit for an important meeting, even when dressing on a budget
• When and how to use humor strategically to lighten the mood and command authority
This book is a must-read for any ambitious woman who wants to win her next business confrontation before the even walks into the room.

A profound gift for anyone who wants to go for a client and create an abundance of closing opportunities. This is the hallmark of every master closer. Learn it, use it, and profit. Why it's a myth that you need to know multiple ways to close deals. Learn this one, simple method, and you'll be able to use it to close all of your sales. Simple formulas to turn any objection into a closing opportunity. Use them and never fear hearing a prospect's objection ever again. And a whole lot more. This is more than a just a book, really. It's a step-by-step sales training course. Each chapter ends with precise exercises that will help you master each technique taught and each step of the sales process. If you are new to sales, make this book the first one you read, and you will greatly increase your chances for quick success. If you are a seasoned veteran and are looking for ways to improve your numbers, this book will help you make your sales goals a reality. SPECIAL BONUS FOR READERS With this book you'll also get a free "Road Map" from the author that lays out, in a PDF chart, every step and key principles taught in the book. Print it out and keep it handy because it makes for a great "cheat sheet" to use while selling, or just to refresh on what you've learned. Scroll up, click the "Buy" button now, learn the secrets of master closers, and use them to immediately improve your numbers

New Sales
Stacked
The Big Life
Sell Or Be Sold
The Simple Step-by-Step Process for Success in Business and Life
Crush the Excuses That Are Holding You Back
Because Living My Best Life Took a Little Work
Fear Is Just a Four-Letter Word

With Success with Listings, Knolly Williams articulates the real estate listings process in a format that is easy to understand and implement. This book will serve as your complete guide and Success Manual for your entire listings career.

Get your financial life in order—from saving and investing to taxes and loans—with this comprehensive, accessible guide to everything you need to know about finance. Managing your finances can be overwhelming at times. But it doesn't have to be! Personal Finance 101 will provide you with all the skills you need to make good financial decisions and grow your personal wealth. Full of must-have advice and organized in an easy-to-read format, this book provides a wealth of knowledge on personal finance basics including: -Choosing your bank (and why it matters) -Building an emergency fund -Salary and benefit packages

-Where your money is going (and how to keep more of it) -Refinancing or consolidating student loans -Health and property insurance -Building credit responsibly -How to get a mortgage Use this guide and make the most of the money you have, plan for future purchases like a house or a vacation, save for retirement, or simply become more financially responsible. Perfect for finance beginners or those looking to refresh their knowledge, Personal Finance 101 is the one-stop shop for all of your personal finance questions!

New York Times Bestseller and Wall Street Journal Bestseller! Bar Rescue's Jon Taffer presents a new guide to getting what you want in life and business--to stop making excuses so you can get back to winning. During his many years as an entrepreneur, consultant, and star of the Paramount Network's hit show Bar Rescue, Jon Taffer has witnessed the destruction that results when big business' s themselves. Excuses are the root cause of nearly every business and personal problem, but fortunately, Jon knows how to fix your excuse habit for good. This book is almost as good as having Jon in your face on Bar Rescue, telling you the hard truths you've been avoiding. Don't Bullsh\*t Yourself! is Jon Taffer's brutally honest, no-nonsense guide to help you kick those excuses to the curb. If you can stop bullsh\*tting yourself and address your real issues, you will gain the power to turn your life around completely. Taffer breaks excuses down into six major categories, illustrating them with real-life examples such as Marcus Luttrell, the lone survivor of a SEAL team mission in Afghanistan who barely escaped Taliban territory, and Christine King, founder and CEO of Your Best Fit, who, despite being paralyzed in a horrific boating accident, went on to build a successful fitness company. These inspiring stories, combined with Taffer's own experiences, will give you the confidence to identify and face your own excuses head-on. It's Taffer! Time to stop bullsh\*tting yourself and start crushing it!

Bobbi Rebell, award-winning TV anchor and personal finance columnist at Thomson Reuters, taps into her exclusive network of business leaders to share with you stories of the financial lessons they learned early in their lives that helped them become successful. She then uses these stories as jumping off points to offer specific, actionable advice on how you can become a financial groupup just like them. Financial role models such as Author Tony Robbins, Entrepreneur Ivanka Trump, Shark Tank's Kevin O'Leary, Mad Money's Jim Cramer, Designer Cynthia Rowley, Macy's CEO Terry Lundgren, Zillow's CEO Spencer Rascoff, PwC's CEO Bob Moritz, and twenty others share their stories with you. The book walks you through some of the biggest money decisions you'll make regarding real estate, investing, debt management, careers, friends and money, family finances, and even health and wellness. You're guided by proven examples and given the information you need to make choices that are right for you. How to Be a Financial Groupup will especially appeal to you if you're interested in new ideas to better manage your finances, especially if you're going through life changes where you have to pay more attention to your financial well-being.

Embrace the Mess, Work Your Side Hustle, Find a Monumental Relationship, and Become the Badass Babe You Were Meant to Be

Under Construction

The No-Nonsense Guide to Success as a Real Estate Agent

How to Get As Many Clients, Customers and Sales As You Can Possibly Handle

Don't Bullsh\*t Yourself!

Dominate Luxury Listings in Your Market

The Millionaire Real Estate Agent

From Saving and Investing to Taxes and Loans, an Essential Primer on Personal Finance

**Mark Ferguson** *"describes exactly how he has made it big in real estate and what to expect as a real estate agent. Mark breaks down how much money real estate agents can really make as well as how much work an agent will have to do.... real estate can be a wonderful business if you treat it as a business and plan accordingly. There are many things an agent can do to be successful, which Mark details in this book. ... Choosing the right broker; Getting off to a fast start selling houses; Finding the right lead sources; Where to spend your money; Where not to spend your money; The best ways to network; How to build a business, not create a job; How to make your real estate agent business a self-able asset..."*-Amazon.com.

**Rapid environmental change calls for individuals and societies with an ability to transform our interactions with each other and the ecosystems upon which we depend. Adaptive capacity - the ability of a social-ecological system (or the components of that system) to be robust to disturbances and capable of responding to changes - is increasingly recognized as a critical attribute of multi-level environmental governance. This unique volume offers the first interdisciplinary and integrative perspective on an emerging area of applied scholarship, with contributions from internationally recognized researchers and practitioners. It demonstrates how adaptive capacity makes environmental governance possible in complex social-ecological systems. Cutting-edge theoretical developments are explored and empirical case studies offered from a wide range of geographic settings and natural resource contexts, such as water, climate, fisheries and forestry . . .Of interest to researchers, policymakers and resource managers seeking to navigate and understand social-ecological change in diverse geographic settings and resource contexts**

**A Wall Street Journal Bestseller One of the stars of Bravo's hit series Million Dollar Listing Los Angeles reveals his trade secrets, offering aspiring entrepreneurs and established professionals tips and insights to help them outsmart the competition. Josh "the Shark" Altman has achieved extraordinary success in a traditional industry and in the most competitive real estate market in the country—all without being "discovered" or catching the proverbial big break. He worked for it. He figured it out. He failed. He learned. He wrote his own script. The key to his success? Confidence—informed, intelligent, calculated confidence. Calculated confidence means training yourself in your chosen field, knowing it so well that you can trust your gut instincts to guide you towards the best possible option. When key opportunities present themselves, you are ready to seize them. In It's Your Move, one of the stars of Bravo's hit TV series Million Dollar Listing Los Angeles shares invaluable and street-smart strategies for how to build your confidence, establish your reputation, master the knowledge you need to succeed, take the right risks, and course correct when you make a mistake. Drawing on his experiences negotiating multi-million dollar deals and offering impeccable service to his celebrity and high-profile clients, Altman shows you all the right moves to help you become better, stronger and more effective—whatever your profession or ambitions.**

**WASHINGTON POST BESTSELLER A Financial Times Book of the Month Back to Human explains how a more socially connected workforce creates greater fulfillment, productivity, and engagement while preventing burnout and turnover. The next generation of leaders must create a workplace where teammates feel genuinely connected, engaged, and empowered – without relying on technology. Based on Dan Schawbel's exclusive research studies – featuring the perspectives of over 2,000 managers and employees across different age groups – Back to Human reveals why virtual communication, though vital and useful, actually contributes to a stronger sense of isolation at work than ever before. How can we change this culture? Schawbel offers a self-assessment called the "Work Connectivity Index" that measures the strength of team relationships. He also shares exercises, examples, and activities that readers can work on individually or as a team, which will help them increase personal productivity, be more collaborative, and become more fulfilled at work. Back to Human ultimately helps you decide when and how to use technology to build better connections in your work life. It is a call to action to leaders across the world to make the workplace a better experience for all of us.**

**How to Calm Your Mind, Relax Your Body, and Reclaim Your Life**

**The Right Systems and Approaches to Cut Years Off Your Learning Curve and Become Successful in Real Estate.**

**The Secrets of Selling Anything to Anyone**

**Your Super-Serious Guide to Modern Money Management**

**Luxury Listing Specialist Book**

**How to Sell More, Earn More, and Become the Ultimate Sales Machine**

**Back to Human**

**Essential Strategies for Keeping a Sale Moving Forward**

A no-nonsense guide to finding success-and avoiding failure-in your first years in real estate. Let's not sugarcoat it-real estate is a cut-throat industry. Nearly 87-percent of new agents succumb to failure within the first five years. What if instead of failing, you could join the 7-figure club instead? In this comprehensive guide, you will discover: What you need to know about passing exams and getting licensed The insider strategy for launching and nurturing your career from Day 1 Common and avoidable mistakes made in the first year The surprising traits shared by successful agents The real reasons clients choose certain agents over others Proven pricing strategies and marketing tactics Easy insights you can implement NOW to boost your real estate career The #1 key to success in real estate And much more! In his first resource for the masses, award-winning real estate expert John Graff guides readers through the challenges and opportunities new agents face. Graff used these same insights to quickly evolve from brand new agent to founder and CEO. Graff is now the owner of one of the country's fastest-growing privately held companies. Real Insights is your guide to avoiding common mistakes so you can be part of the 13-percent of agents who thrive.

This is a complete and practical guide which highlights the authors' new strategic approaches to selling when the buyer initially declines or is resistant on a sales opportunity. Hopkins and Katt explain that most sales reps take a traditional linear approach to selling, but that the trick in closing is in taking a more creative and circular approach. That's the key. It all starts with how the buyer initially says, "No." Too many sales reps don't pay close attention as to how that's presented. Hopkins and Katt point out that "no" may suggest all sorts of other options – avenues that can eventually lead to the buyer actually saying yes. The authors introduce a novel concept called the Circle of Persuasion which offers sales reps a new approach in this potentially tricky process. Along the way, WHEN BUYERS SAY NO details prescriptive steps and even sample dialogues that will instruct and guide sales professionals on how to best cultivate buyer-seller relationships. There's particular emphasis on how to establish the kind of rapport that ultimately leads to a successful close.

Set yourself apart from the crowd! In today's troubled economic market, everything is a tough sell. From products to services, everyone is consuming less as they tighten their belts. In this respect, it's easy to forget that the job interview is becoming more, and more like the showroom—where the product you're selling is yourself. The Art of Selling Yourself will provide you with the knowhow you need to navigate today's tough business terrain and achieve success in your career and your life. It shows exactly how uniquely successful people—from Mark Zuckerberg to Warren Buffett—have achieved success, and provides you with the latest management knowledge from leading academies and universities. With an easy-to-use, ten-step process, this book will assist you in:
• Developing more confidence
• Swiftly recovering from challenging setbacks
• Taking control by letting go of anxiety
• Networking not just for business, but for pleasure
• Conversing comfortably on topics that may be a bit out of your reach
• Succeeding in areas you never previously considered by moving out of your comfort zone
• Creating lasting, genuine connections with others
• And much more! In short, this book will make you a pro at selling your most important asset—yourself!

We all worry about things from time to time, but some of us just can't seem to stop expecting the worst—even when our expectations are very unlikely to occur. This condition, chronic worry, is disruptive all by itself, and it can lead to other, more serious anxiety problems. This little book—the fifth in New Harbinger's Ten Simple Solution series—offers a handful of easy and effective techniques for getting rid of worry once and for all. Drawing on powerful psychotherapeutic techniques, 10 Simple Solutions to Worry is a succinct resource of cognitive-behavioral techniques for controlling worry and reducing stress. Exercises include self-assessments, motivation builders, relaxation training, and cognitive restructuring. After identifying and changing the negative thoughts that result in worry, you'll learn to replace worry behaviors with other, more positive and constructive activities.

Subtle Skills. Big Results.

My Million Dollar Method for Taking Risks with Confidence and Succeeding at Work and Life

How To Sell When Nobody's Buying

How To Become A Rainmaker

Unlearn: Let Go of Past Success to Achieve Extraordinary Results

When Buyers Say No

How Great Leaders Create Connection in the Age of Isolation

Proven Advice from High Achievers on How to Live Your Dreams and Have Financial Freedom

The nation's #1 real estate broker and star of Bravo's Million Dollar Listing New York shares his secrets for superstar success and getting what you want out of life—no matter who you are or what you do. Ten years ago, Fredrik Eklund moved to New York City from his native Sweden with nothing but a dream to make it big in the city that never sleeps. Since then, he's become the top seller in the most competitive real estate market on the planet, brokering multimillion-dollar deals for celebrities, selling out properties all over the city, and charming audiences around the world as one of the stars of the hit Bravo series Million Dollar Listing New York. Now, for the first time, Fredrik shares his secrets so that anyone can find success doing what they love. According to Fredrik, even if you don't have sales you're selling your whole life because every day you are selling your most important asset: yourself. Whenever you influence, persuade or convince someone to give you something in exchange for what you've got—whether it's a luxury home, a great idea at work, or your profile on Match.com—you are selling. And if you know how to sell the right way, you can live your dream. That is what The Sell is all about. Blending personal stories, hilarious anecdotes, and the expertise he's gained from his meteoric rise, Fredrik has written the modern guide on becoming successful, a book that tells you how to recognize and cultivate your true talents and make the ultimate sell. From the importance of being your most authentic self to looking like a million bucks even if you don't have a million bucks (yet!), he shows how intangible factors like personality and charm can get you noticed and make you shine. He also shares his tips and tricks for preparing, persuading, and negotiating so that in any of life's dealings, you'll come out a winner. Whether you work on Wall Street or at Wal-Mart, aim to become the top seller at your company or want to impress a first date. The Sell will help you have more personal and professional success, lead a rich and fulfilling life, and have fun along the way.

Your successful career in real estate starts here! The first 365 days of working in real estate can be the most tumultuous times in your career - full of hard lessons, heart breaks and hard work. Just because you have a license, doesn't mean you have a business. But if you get the important stuff right, a great future is yours for the taking. This honest, eye-opening and completely practical insider's guide shows you how to get where you want to be - even if you're starting from nothing. Author and successful real estate agent Shelley Zavitz reveals in unprecedented detail - what to expect the first year of your career - how to implement systems that will impact your business in the next 90 days - how to build a marketing plan in a digital world - how to work your contacts to start your referral pipeline - how mindset can make or break your business and what to do about it - why surrounding yourself with the right people is essential. Sheryl shares her own story as a new real estate agent - including how she built a brand starting with a network of just four people in a totally new city. The book also comes complete with worksheets, hot lists and examples of great branding so that you can replicate your business into the fast lane right now. Your First 365 Days in Real Estate is the number-one resource for new agents in the industry - don't miss out on your potential as a realtor without it.

All real estate agents share one thing in common: we're all striving to get to the NEXT LEVEL of personal and professional success. We want to take our lives, our businesses, and our selves to the next level. What if you could get there, faster than you ever thought possible, by simply changing how you start your day? The Miracle Morning for Real Estate Agents beautifully blends strategy and inspiration in an enlightening parable from the bestselling authors of The Miracle Morning, (7L) The Seven Levels of Communication, and The New Rise in Real Estate. This book takes you on a journey into the lives of real estate agent Rick Masters and mortgage professional Michelle Phillips. Rick and Michelle face new challenges as the demands of their industry have left them stressed, overwhelmed, and unfulfilled. Something has to change. They attend an event and meet other agents who have transformed their lives. Although Michelle is optimistic, Rick is skeptical. Little does Rick know, there really is a not-so-obvious secret that will transform your life in just 30 days. Discover it for yourself as you join Rick and Michelle on their life-changing journey. You'll learn how 30 days from today YOUR life and business can be everything you've always dreamed. It's your time to rise and shine! "Ann has always seen the power and potential in young women. The Big Life helps make all our dreams closer than ever."—Lauren Conrad, designer and New York Times bestselling author of Lauren Conrad Celebrate "The Big Life is a guide for women in their 20s and 30s who are hungry for a job they love, a supportive network of friends, respect from their bosses, and partners who want all those things for them as badly as they do."—The New York Times Millennial women are changing what it means to be powerful and successful in the world—for everyone. Forever. You want The Big Life—that delicious cocktail of passion, career, work, money, and more. You want to climb the corporate ladder, you want a career with twists and turns and adventure. For you, success only matters if it's meaningful. Ann Shoket knows the evolving values of young women more than anyone. She's the voice behind the popular Badass Babes community, a sisterhood of young, hungry, ambitious women who are helping each other through the most complex issues around becoming who you're meant to be. As the trailblazing editor-in-chief of Seventeen for the better part of a decade, Shoket led provocative conversations that helped young women navigate the tricky terrain of adolescence and become smart, confident, self-assured young women. Now that they are adding muscle to the framework of their lives, she's continuing the conversation with The Big Life. The Big Life is packed with actionable guidance combined with personal advice from high-profile millennial women who have already achieved tremendous success, plus intimate conversations with a cast of compelling characters and Shoket's own stories on her quest for The Big Life. You'll learn to tackle all of the issues on heavy rotation in your mind such as:
• How to craft a career that's also a passion.
• How to get respect from a boss who thinks you're lazy, entitled, and self-obsessed millennial.
• Why you need a "squad" of people who support you as you build your Big Life.
• How a side hustle will make you smarter, hotter, and more in control of your destiny.
• Why work/life balance is a sham and your need to embrace the mess.
• How to find a partner whose eyes light up when you talk about your ambition. Written in Shoket's friendly and authoritative style, The Big Life will help you recognize your power, tap into your ambition, and create your own version of The Big Life.

How to Develop the Unstoppable Confidence to Own Any Room

Big Money Energy

Adaptive Capacity and Environmental Governance

How to Make It Big as a Real Estate Agent

YOUR FIRST 365 DAYS IN REAL ESTATE

The Miracle Morning for Real Estate Agents

Sell It Like Serhant

Simplified: the Essential Handbook for Prospecting and New Business Development

A practical action guide for financial independence and early retirement from the popular "Our Next Life" blogger. In today's work culture, we're expected to hustle around the clock. But what if you could escape the traditional path and get on one that doesn't require working full-time until age 65? What if you could wake up every day without an alarm clock and do the things you love most? Tanja Hester and her husband Mark left their crazed careerist lifestyle to live their dream life in Lake Tahoe, retiring early from high-stress careers. Now Tanja will help you map out a customized plan for freedom and make it easy to succeed, whether you're good at math and budgeting-or not! Work Optional is more than just a financial plan: it's a plan for your whole life--designed by you, not by an employer or clients. Tanja walks you through envisioning your dream life, accounting for variables such as health care and children, protecting yourself from recessions and future unknowns, and achieving a purpose-filled early retirement, semi-retirement, or career intermission with completely doable, non-penny-pinching steps. You can live a happier, more meaningful life, free from the daily grind. Regardless of where you are in your career, Work Optional will get you there.

This book is NOT just another sales book. This is the ultimate communication manual that will massively transform your sales, business, and personal life. Inside The Mind of Sales is a SHORTCUT. • Include Rapid Learning Accelerator Bonus Audio In this book, you will learn the hidden secrets of how people's minds actually work. You will discover how to be successful when selling, presenting and negotiating using a simple step by step proven process. confidently be more charismatic easily get people to like you effectively persuade and influence people intuitively discover what everyone really wants fully understand people's personality types effortlessly interpret body language rapidly build rapport with anyone, anytime and anywhere instinctively master the secret principles of communication successfully overcome objections profitably use the most effective secret negotiation tactic Two Books in One In Part One you will learn how people's minds really work, together with some very powerful and little known persuasion and influence methods.

In Part Two you will learn a proven, easy step by step process to follow that has generated over a \$billion in sales. Included with the book is the proprietary deep relaxation rapid learning accelerator audio program. This will program your mind for success. The code for access is contained inside the book.

Larry King's trademark suspenders and unmistakable voice are known around the world to millions of viewers who have made him a permanent fixture in their living rooms every night. For a half century, he has been host to the world's most influential figures, and after some 40,000 inter- views, here is King's own remarkable and riveting story, from his humble roots in Depression-era Brooklyn to the heights of celebrity as host of CNN's Larry King Live. In My Remarkable Journey, King tells his colorful story of growing up on Relief in Brooklyn, his early passion for broadcasting, his ascendance in Miami radio, and his early friendship with Jackie Gleason and Frank Sinatra. Married eight times, Larry didn't actually meet the son who had been named after him until Larry King Jr. was thirty-three years old. He has been fired, incarcerated, struggled with a three-pack-a-day smoking habit, had a heart attack and quintuple bypass surgery, and founded the Larry King Cardiac Foundation. A father, a grandfather, and a great- grandfather, Larry King is a man who can tell some tales. And he does it with humor and candor.

**NATIONAL BESTSELLER \*\* USA Today Bestseller \*\* Los Angeles Times Bestseller \*\* Wall Street Journal Bestseller** A lively and practical guide on how to sell anything and achieve long-term success in business Ryan Serhant was a shy, jobless hand model when he entered the real estate business in 2008 at a time the country was on the verge of economic collapse. Just nine years later, he has emerged as one of the top realtors in the world and an authority on the art of selling. Sell It Like Serhant is a smart, at times hilarious, and always essential playbook to build confidence, generate results, and sell just about anything. You'll find tips on: -The Seven Stages of Selling--How to Find Your Hook--Negotiating Like A BOSS--How to Be a Time Manager, Not a Time Stealer--And Much More! Through useful lessons, lively stories, and vivid examples, this book shows you how to employ Serhant's principles to increase profits and achieve success. Your measure of a good day will no longer depend on one deal or one client, wondering what comes next; the next deal is already happening. And Serhant's practical guidance will show you how to juggle multiple deals at once and close all of them EVERY. SINGLE. TIME. Whatever your business or expertise, Sell It Like Serhant will make anyone a master at sales. Ready, set, GO!

**My Remarkable Journey**

**How to Rule at Work, Dominate at Life, and Make Millions**

**Secrets of a Master Closer**

**How to Get Your Way in Business and in Life**

**Let Go of Past Success to Achieve Extraordinary Results**

**Every Real Estate Agent's Guide to Building a Profitable Business**

**Exactly What to Say: For Real Estate Agents**

**How to Be a Financial Growup**

This book is dedicated to all those luxury agents and brokers who are fed up with the "traditional" way of marketing luxury homes. (Or, I should say, traditional way of not marketing luxury houses.) Perhaps you are part of a big national brokerage or an office that specializes in luxury real estate. You might have expected the company owner to provide you with cutting edge marketing tools but instead all you have received are the same old trainings and collateral that everyone else uses.

A lively and practical guide to selling anything. Ryan is not only charming and hilarious, he could sell milk to a cow. This book is going to be very helpful and humorous to a lot of people looking to up their business game! Andy Cohen, host of Watch What Happens Live... and New York Times bestselling author of Superficial Ryan Serhant was a shy, jobless hand model when he entered the real estate business in September 2008. Just nine years later, he has emerged as one of the top salespeople in the world and a co-star on Bravo's hit series Million Dollar Listing New York, as well as the star of Sell It Like Serhant. He has become an authority on the art of selling. Whether you are selling a property or a hot tub, golf balls or life insurance, Serhant shares the secrets behind how to close more deals than anyone else, expand your business, and keep clients coming back to you for more. Sell It Like Serhant is the blueprint for how to go from sales scrub to sales machine. Serhant provides useful lessons, lively stories, and examples that illustrate how anyone can employ his principles to increase profits and achieve success. Your measure of a good day will no longer depend on one deal or one client. A good salesperson never closes a deal and wonders, "What now?" The next deal is already happening. Serhant shares practical guidance on how to juggle multiple deals at once and close all of them EVERY. SINGLE. TIME. Sell It Like Serhant is a smart, at times hilarious, and always essential playbook to build confidence, generate results, and sell just about anything. You'll find tips on: \* The Seven Stages of Selling \* Getting FKD: How to Be a Time Manager, Not a Time Stealer \* Negotiating Like A BOSS \* "The One Who...": Everyone Needs a Hook \* Pulling the Indecisive Client Forward \* And Much More! Whatever your business or expertise, Sell It Like Serhant will make anyone a master at sales.Ready, set, GO! Full of smart tricks and tips to make a seller out of you! PEOPLE.com 'Whether you're in real estate or an author, you have to know how to sell yourself and your work. Because if you don't, you can't eat. This book from one of America's hardest hustling salesmen is a crash course into becoming great at it' Ryan Holiday, bestselling author of The Obstacle Is the Way and Ego Is the Enemy

The most effective sales strategies for tough economic times Today's selling environment is tough, and only getting tougher. The old tactics are no longer working, and the current economy is only making selling more difficult. You need sales tactics and strategies that work now and fast. . . even when no one wants to buy-and tactics and strategies that will work even better when they do want to buy. How to Sell When Nobody's Buying is a practical, effective guide to selling even in the toughest of times. This book is packed with new information about creating sales opportunities. Most sales strategies taught today are based on outdated information from ten, twenty, even thirty years ago and they simply don't work today. You'll find the tools and information you need to gain confidence, create powerful alliances, profitable social networks, and drive your profits to unprecedented highs. Whether you sell business-to-business or direct to the consumer, whether you sell real estate or retail, this is the sales guide for you. Features effective, simple strategies for selling in tough economic times Offers free or low-cost prospecting tools that bring in customers by the herd Includes case studies from top salespeople that reveal new ways to bring in customers From sales guru Dave Lakhani, author of Persuasion, Subliminal Persuasion, and The Power of an Hour These days, you need all the help you can get to sell effectively. If you want to increase your sales and drive your business forward-no matter what the economy or your industry does-learn How to Sell When Nobody's Buying.

Take your real estate career to the highest level! "Whether you are just getting started or a veteran in the business, The Millionaire Real Estate Agent is the step-by-step handbook for seeking excellence in your profession and in your life." --Mark Victor Hansen, cocreator, #1 New York Times bestselling series Chicken Soup for the Soul "This book presents a new paradigm for real estate and should be required reading for real estate professionals everywhere." --Robert T. Kiyosaki, New York Times bestselling author of Rich Dad, Poor Dad The Millionaire Real Estate Agent explains: Three concepts that drive production Economic, organizational, and lead generation models that are the foundations of any high-achiever's business How to "Earn a Million," "Net a Million," and "Receive a Million" in annual income A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere

Real Insights

Retire Early the Non-Penny-Pinching Way

Work Optional

How to Find, Secure and Sell More Listings

Fully Revised and Updated

It's Your Time to Rise and Shine

**2018 Axiom Business Book Award Winner, Gold Medal Stop Selling! Start Solving! In Ninja Selling, author Larry Kendall transforms the way readers think about selling. He points out the problems with traditional selling methods and instead offers a science-based selling system that gives predictable results regardless of personality type. Ninja Selling teaches readers how to shift their approach from chasing clients to attracting clients. Readers will learn how to stop selling and start solving by asking the right questions and listening to their clients. ?Ninja Selling is an invaluable step-by-step guide that shows readers how to be more effective in their sales careers and increase their income-per-hour, so that they can lead full lives. Ninja Selling is both a sales platform and a path to personal mastery and life purpose. Followers of the Ninja Selling system say it not only improved their business and their client relationships; it also improved the quality of their lives. Describes the characteristics of a top salesperson, tells how to acquire and maintain listings, and offers practical tips on finding clients, holding effective open houses, establishing a fair price, and closing sales, in an updated guide to the art of real-estate sales. 20,000 first printing. 87% of real estate agents fail within the first five years. Don't become another casualty According to the National Association of REALTORS(R), real estate agents with less than two years' experience have a median gross income of \$9,300, while real estate agents with 16 years experience have a median gross income of \$71,000. What if there was a better, more efficient way to build your real estate business without waiting 15 years or more? Six-Figure Real Estate Agent gives both new and seasoned real estate agents a practical and proven guide to get more clients, generate more sales, and earn higher commissions. Bestselling author, investor, and top-producing real estate agent, David Greene, shares the exact systems and processes that he used to scale his own real estate agent business, from solo agent to a thriving funnel and referral system with repeat business. This book will teach you an easy-to-implement system that will grow your real estate business quickly--without having to waste your time door knocking, calling FSBOs and expireds, or spending all your money chasing after paid-for internet leads. Inside, you'll discover: Why most agents don't succeed, and how to overcome those common hurdles How to inhabit the mindset of a top-producing agent Steps to build a massive sales funnel that always replenishes itself Tips, tools, and proven strategies for moving clients down the sales funnel How to master the art of the close Ten lead generation strategies (that you'll actually enjoy ) Lead follow-up techniques that will keep you clients coming back How to build a thriving database And so much more From the money nerds behind the award-winning Stacking Benjamins podcast, a new kind of personal finance book to get your house in order. Rich. Wealthy. Well-heeled. Moneyed. Affluent. Not bad—but why not get Stacked instead? If you've ever dreamed of a basic philosophy of money that'll help you live bigger, be bolder, and laugh harder, you need this book. In these uncertain times, the basics matter more than ever. But for most of us, concepts such as investing, budgeting, and getting out of debt just don't float our boats (or 150-foot yachts)—and so we put them off longer than we should. Joe Saul-Sehy and Emily Guy Birken are here to tell you that personal finance can be a lot more fun than you think. (No haberdashery, maritime knowledge, or specialized flatware required.) Learn about everything from side hustles, to hiring a legit financial adviser, to planning for emergencies, to what's new and exciting—and actually worth your time—in financial apps and software. If you're looking for the same old get-rich-quick clichés, avocado toast shaming, or alphabet soup of incomprehensible financial terms, you won't find them here. Instead, Saul-Sehy and Birken take you step by step along the way to financial success, with their signature blend of shrewd financial information and wacky humor.**