**Books on Selling**

**Selling sometimes gets a bad wrap where it’s really just helping someone find a solution. Ever tried to get a child to eat their veggies when they’re not feeling the love for broccoli? It’s amazing how ‘influential’ we can become. Selling is mainly good communication skills, which help in every area of life, so enjoy the extraordinary books below.**

* **High Trust Selling- Todd Duncan**
* **How I Raised Myself From Failure To Success In Selling- Frank Betger**
* **Skill With People- Les Giblin**
* **The Richest Man In Babylon- George C Clason**
* **Who Moved My Cheese- Spencer Johnson & Ken Blanchard**
* **The Magic Of Thinking Big- David J Schwartz**
* **The Power Of Failure- Charles C Manz**
* **Endless Referrals- Bob Burg**
* **The Four Hour Work Week- Timothy Ferris**
* **Bringing Out The Best In People- Alan Loy McGinnis**

**Traditional education will make you a living; self-education will make you a life.**