

Business Resource Library Books

Business and Social Change by James F. Oates, Jr.

Celebrate Customer Service edited by Rick Crandall

Developing the Leaders Around You by John C. Maxwell

FISH! Proven Way to Boost Morale and Improve Results by Stephen Ce. Lundin Ph.D.

from Floundering to Flourishing by Ed Downes

Get Motivated! By Tamara Lowe

Great Leaders are Great Coaches by Donna Rippley

Guerilla Advertising by Jay Conrad Levinson

Guerilla Marketing by Jay Conrad Levinson

How to Master the Art of Selling by Tom Hopkins

How to Win Customers and Keep Them for Life by Michael Le Boeuf, Ph.D.

How to Win Friends and Influence People by Dale Carnegie

Jenrette the Contrarian Manager by Richard H. Jenrette

Negotiate to close by Gary Karrass

Odet Philippe – Peninsular Pioneer by J. Allison

Reflections for Managers by Bruce Hyland Merle Yost

Strategic Real Estate Coach

Tellable Cracker Tales by Annette Bruce

10 Minute Guide to Leadership by Andrew J. Dubrin

2600 Phrases for Setting Effective Performance Goals by Paul Falcone

The 36 Biggest Mistakes Salesmen Make by George N. Kahn

The 5 Great Rules of Selling – Revised and Enlarged Version by Percy H. Whiting

The 5 Great Rules of Selling by Percy H. Whiting

The Empathy Factor by Marie R. Miashiro

The Iacocca Management Technique by Maynard M. Gordan

The Manager's Role as Coach 2nd edition edited by National Press Publications

The Sandler Rules adapted by David Mattson

The Wizard of Ads by Roy H. Williams

Winning Ways by Dick Lyles

What You Should Really Know About Selling by Syd E. Wilkinson

You Can Sell Anything by Phone by Dr. Gary S. Goodman