

Mary's Best Reads List

Traction Library

Traction – Gino Wickman

Get a Grip – Mike Paton and Gino Wickman

Rocket Fuel – Mark Winters and Gino Wickman

How to Be a Great Boss—Rene Boer and Gino Wickman

EOS Assigned Reads

Good to Great – Jim Collins

4 Obsessions of an Extraordinary Executive – Patrick Lencioni

5 Dysfunctions of a Team – Patrick Lencioni

Culture

Dream Manager – Matthew Kelly

The Culture Solution – Matthew Kelly

The Customer Service Revolution – John R. DiJulius III



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Self Development

High Performance Habits – Brendan Burchard

Atomic Habits – James Clear

Essentialism – Greg McKeown

The One Thing – Garry Keller

The Compound Effect – Darren Hardy

Sales Skills

Never Split the Difference – Chris Voss

Hyper Sales Growth – Jack Daly

The Little Red Book of Selling – Jeffrey Gitomer

Building a Story Brand – Donald Miller

The Relationship Economy – John R. DiJulius III

Management Skills

The One Minute Manager Meets the Monkey – Kenneth Blanchard

First, Break All the Rules – Marcus Buckingham and Curt Coffman

Developing the Leaders Around You – John C. Maxwell

Communication Skills

Radical Candor – Kim Scott

Fierce Conversations – Susan Scott

Leadership Skills

Ideal Team Player – Patrick Lencioni

The Motive – Patrick Lencioni

Leadership and Self-Deception – The Arbinger Institute

Turn the Ship Around – L. David Marquet

Developing the Leader Within You – John C. Maxwell