

Best Sales Books: 33 of the Top Picks to Create More Conversations in 2019



Digital Selling

Best Sales Books: 33 of the Top Picks to Create More Conversations in 2019

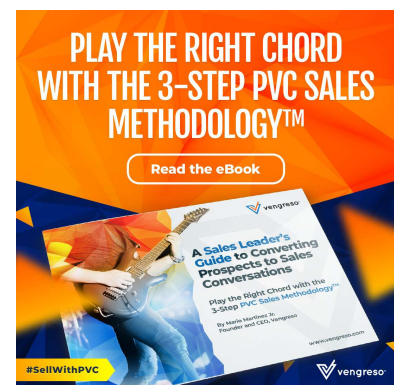
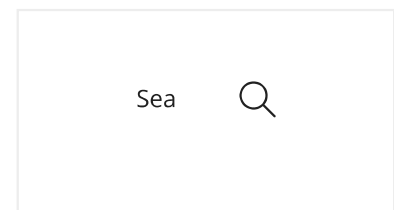
DEC 19, 2018

BY MARIO MARTINEZ JR. | 2

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bites. In fact, I find books a little overwhelming at times. Even so, my book collection is mounting, thanks to the privilege of hosting Vengreso's [Selling With Social Podcast](#).

Because I interview some of the world's top influencers and authors, I knew I had to come up with a resource list of the best Sales books for 2019. But with so many on the market, where do you start and how do you choose?

Which are the Sales books that will help you create more conversations and close more sales in 2019?

Have no fear my Sales friends, I'm hitting the easy button and compiling a collection for you.

The Selection Process

Five-hundred-and-fifty-three million results appear when you Google "best sales books 2018 " And don't

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Job Title*

Department*

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Role*

Please Select ▼

Number of Sales Reps in your company*

Please Select ▼

Instant or Weekly*

- Please Select - ▼

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to the top of the list.

So here comes the list that I promised you of the best Sales books for 2019.

What selection process did I use?

First, I'm bringing in the new and recycling the old! After 21 years in Sales, and reading from the greats like Zig Ziglar and Brian Tracy, the time has come to move on. Well, except for one, which you'll recognize I'm sure.

Second, I'm tired of the same old lists that people create just to get shares for SEO. I want real meat and substance, not a list that others will share to drive visibility to my post. Those who know me will be the first to say that I love fresh new ideas that personify #DontDoNormal.

Third, no one on this list had advance notice of my plan to publish this article until the week before it went live, and only then did I tell one person - Doug Vigliotti

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Sales
Reps
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Do
RIGHT
NOW



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sponsored or influenced my list.

Fifth and finally, I've had the privilege of either speaking with and/or reading the books of most of these authors on #SellingWithSocial. I've also included a few books and authors who haven't been on my podcast as well.

So, there you have it! That's how I created The Best Sales Books list of 2019.

The Objective

Any one of the books on my 33 Best Books List should help you create more conversations, update your sales strategy for the new year, close more deals and/or help you become more successful.

If you're like me, you love listening to a podcast. As mentioned above, some of these authors have been featured on my podcast with their link added to the discussion.

Don't forget to check out the three

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Referral
Selling
To
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Generate
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with
Joanne
Black,
Episode
#126



SEP
12,
2019

Why
B2B
Marketing
And
Sales
Is
Broken
And
How
To
Fix
It



SEP

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wondering...

To ensure no one thinks they are #1, and someone else is #33, the list was compiled in complete random order, meaning all of my top picks are #1!



The List - 33 of the Best Sales Books - 2019 Edition

1. **When Buyers Say No** by Tom Hopkins and Ben Katt
2. **Enablement Mastery** by Elay Cohen
3. **How to Win Friends and Influence People** by Dale Carnegie
4. **The Future of The Sales Profession** by Graham Hawkins

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- Matthews and Tamara Schenk
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 11. **Execution** by Ram Charan and Larry Bossidy
 12. **The Sales Development Playbook** by Trish Bertuzzi
 13. **Give and Take** by Adam Grant
 14. **The Perfect Close** by James Muir
 15. **To Sell is Human** by Daniel Pink
 16. **Combo Prospecting** by Tony J Hughes
 17. **New Rules of Sales and Service** by David Meerman Scott
 18. **How to Get a Meeting with Anyone** by Stu Heinecke
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- Doug Stone and Bruce Patton
21. **Yes Attitude** by Jeffrey Gitomer
 22. **The No. 1 Best Seller** by Lee Bartlett
 23. **Pivot** by Adam Markel's
 24. **The Sales Person Paradox** by Douglas Vigliotti
 25. **The Transparency Sale** by Todd Caponi
 26. **Radical Outcomes** by Julianna Stancampiano
 27. **ReBirth of a Salesman** by Cian McLoughlin
 28. **The Lost Art of Closing** by Anthony Iannarino
 29. **Confessions of a Serial Salesman** by Steve Nudelberg
 30. **The Relationship Engine** by Ed Wallace
 31. **Edgy Conversations** by Dan Waldschmidt
 32. **Sales EQ** by Jeb Bount
 33. **Stop Selling and Start**
Leading by Deb Gilbert

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35. **EXTRA: Leaders Eat Last** by Simon Sinek
36. **EXTRA: Steal like an Artist** by Austin Kleon



#1 When Buyers Say No by Tom Hopkins and Ben Katt

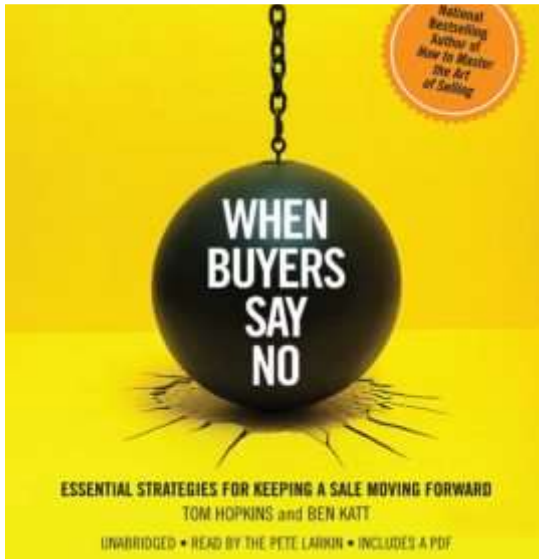
LISTEN TO THE PODCAST HERE:
<http://bit.ly/TomHopkinsEP23>

In this practical “what to do” guide for sellers when they hear the dreaded word “no,” Hopkins and Katt introduce a new sales technique. It places emphasis on crafting a creative approach to break through to the buyer,

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nse, and allow you to close a sale moving forward.

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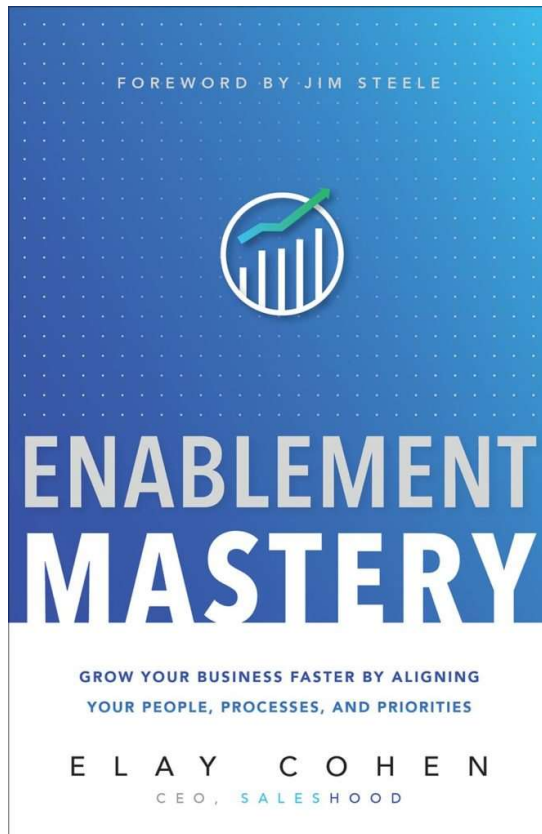
Strategies/dp/1478926988

#2 Enablement Mastery by Elay Cohen

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HERE: <http://bit.ly/ElayCohenEP37>

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Elay Cohen gives you his proven, straightforward, and effective method for aligning people, processes, and priorities with relevant learning, coaching, and communications. This book will show you how to build organizational value and multiply revenue outcomes by enabling your employees and partners to be the best they can be. Geared toward enablement professionals, this book teaches leadership teams how to deploy the Enablement Process Map to align go-to-market teams, create a learning culture, and make communications relevant. Cohen will help you elevate customer engagement and achieve hyper-growth business outcomes.

This just in!
#MustRead Best Sales
Book for 2019 from
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'Enablement Mastery'
by @elaycohen Want

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#3 How to Win Friends and Influence People by Dale Carnegie

Time-tested, and salesperson approved, this book is a

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HOW TO WIN FRIENDS & INFLUENCE PEOPLE

*The Only Book You Need
to Lead You to Success*

Dale
Carnegie

80
YEARS IN
PRINT!

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su
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n. You'll learn six ways to make people like you, twelve ways to win people to your way of thinking, and nine ways to change people without arousing resentment. If you haven't picked up a copy for yourself, you're missing out.

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and 'How to Win

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#4 The Future of The Sales Profession by Graham Hawkins

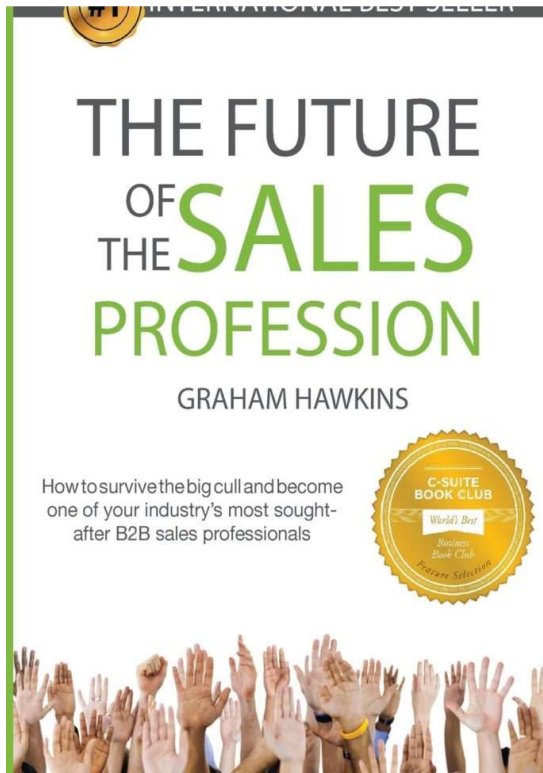
The sales profession is rapidly changing: Customers have information at their fingertips, market competition is high, and sales cycles are getting longer. The future of the salesperson is uncertain, as are the steps for

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Official survival guide for the modern



n salesperson. The book strives to help readers thrive in a time of customer empowerment and a decline in the sales climate.

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#MustRead Best Sales Book for 2019 from Vengreso Includes: 'The Future of the Sales Profession' by Graham Hawkins (@transform_sales).

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<https://www.amazon.com/Future-Sales-Profession-industrys-professionals/dp/1544904673>

#5 High Profit Prospecting by Mark Hunter



Fin
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quality
prospects
is
vital

to a salesperson's success. If
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tested methods of finding the best leads to bring in valuable business. **High-Profit Prospecting** seeks to make a change in the sales dynamic while helping salespeople gain control of the conversation.

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https://www.amazon.com/High-Profit-Prospecting-Powerful-Strategies-Breakthrough/dp/0814437761/ref=sr_1_1?

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#6 Sales Enablement by Byron Matthews and Tamara Schenk

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LISTEN TO TAMARA'S PODCAST
HERE:

<http://bit.ly/TamaraSchenkEP52>

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first and engage customers to generate more lucrative sales. This go-to guide clarifies what it means to “sell smarter,” and provides thorough instruction on how to implement sales enablement. Matthews and Schenk cover all of the basics that a salesperson could want regarding reaching consumers in a buyer-driven world.

This just in!
#MustRead Best Sales Book for 2019 from Vengreso Includes: 'Sales Enablement' by @tamaraschenk and Byron Matthews. Want more? See @M_3Jr's top #sales picks here!
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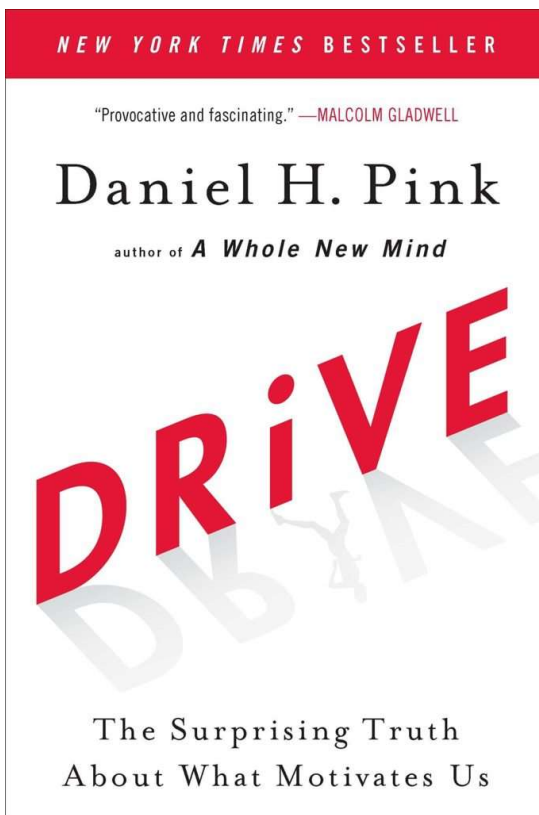
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catcorr&keywords=Sales+Enable
ment+by+Byron+Matthews+and+
Tamara+Schenk

#7 Drive by Daniel Pink



This
New
York
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Best
seller
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tackle

is a psychological approach to sales. By looking into what motivates us humans, Daniel H. Pink shares insightful revelations about how to achieve success and

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Drive takes the reader through lessons of self-discovery in hopes of rerouting the way one approaches business.

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https://www.amazon.com/Drive-Surprising-Truth-About-Motivates/dp/1594484805/ref=sr_1_2?s=books&ie=UTF8&qid=1541783536&sr=1-2&keywords=drive+daniel+pink

#8 The Modern

Collection

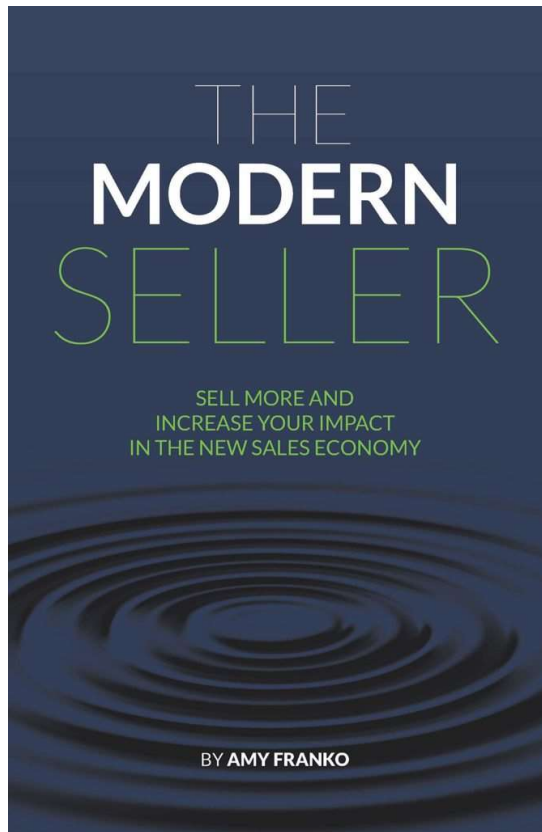
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ed sales economy, Amy Franko seeks to enlighten the reader on modern sales practices and strategies that are essential for success. Lessons such as the “Five Dimensions Angle” are quoted to boost sales effectiveness and results ten-fold. Filled with practical strategies, you can use them to distinguish yourself from the competition. **The Modern Seller** is a must read for anyone

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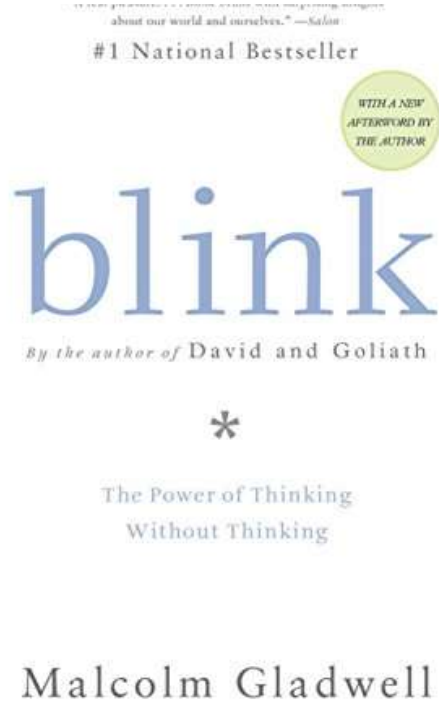
#9 Blink by Malcolm Gladwell

A National Bestseller, **Blink**, looks into the science behind decision-making. Using a psychological point-of-view. Gladwell tells us

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and to be wary of manipulated first impressions.

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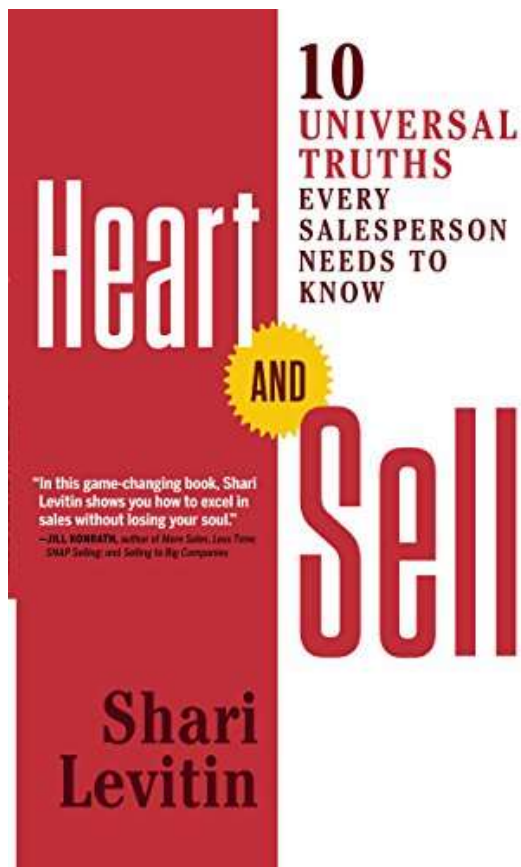
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#10 Heart and Sell by Shari Levitin

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Heart and Sell I provide readers with



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information overload, and it's your job to make the buying process as authentic as possible. Shari Levitin focuses on providing readers with a framework for making the sale, instead of just providing tips or tricks. Using a scientific approach, **Heart and Sell** strives to teach the next generation what it means to be successful in Sales.

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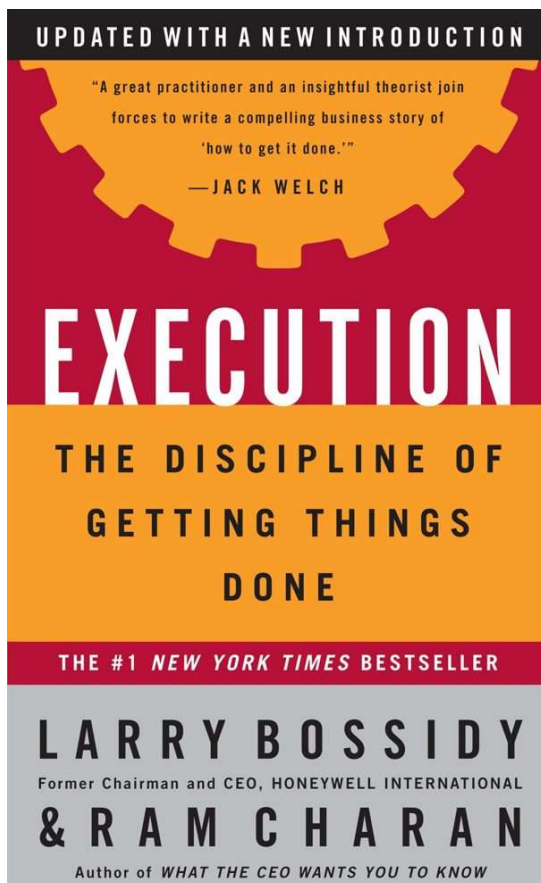
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#11 Execution by Ram Charan and Larry Bossidy



Written from a CEO's point of view, Execution

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your vision won't cut it these days
– you're the bridge between
promises and results. Charan and
Bossidy share industry experience
on implementing execution
culture in a motivational way.
Everyone from new hires to
executives can learn something
from **Execution**, as it provides the
groundwork for building a
successful work environment.

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[https://www.amazon.com/Execution-Discipline-Getting-Things-](https://www.amazon.com/Execution-Discipline-Getting-Things-Right-Book-Charan-Bossidy)

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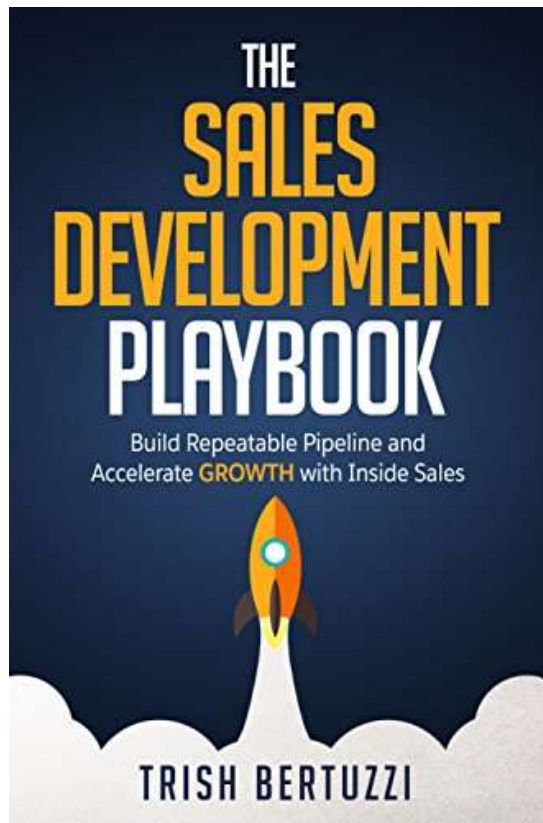
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#12 THE SALES Development Playbook by Trish Bertuzzi

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The
Sales
Development
Playbook
pro



vides readers with six methods
for building an entirely new
clientele base. Bertuzzi shares
step-by-step solutions for
reaching new clients while
increasing growth within existing

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through sales development. This book will provide you with actionable insights into the sales industry, and offer effective methods of drawing more consumers in.

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#15 GIVE and TAKE by Adam Grant

NEW YORK TIMES BESTSELLER



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ess in modern business? It's how we interact with others! **Give and Take** looks at the attributes of success in a different light. Focusing on relationships and daily interactions that provide a new perspective on work and productivity, Grant provides life-changing insights and a fresh take on what one needs to do to rise to the top.

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#14 The Perfect Close by James Muir

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The Perfect Close teaches readers how to arrive at a non-pushy, successful sales close. Claiming a 95% success rate, this clear and concise approach to

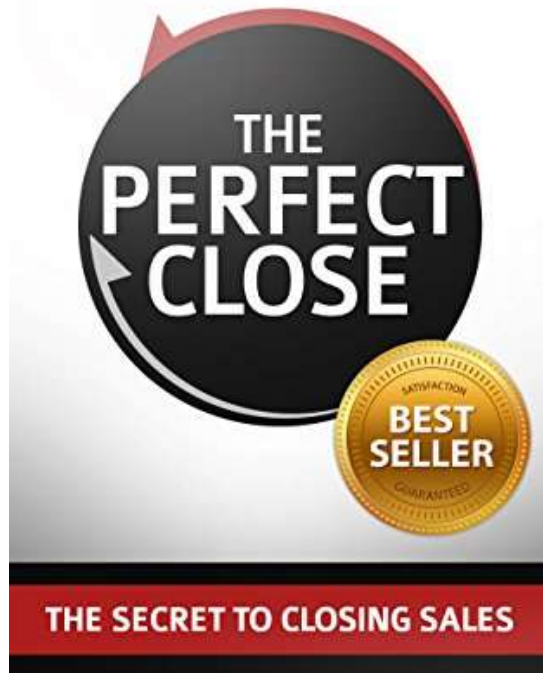
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rt approach that helps
salespeople embrace the process
of closing, instead of dreading it.

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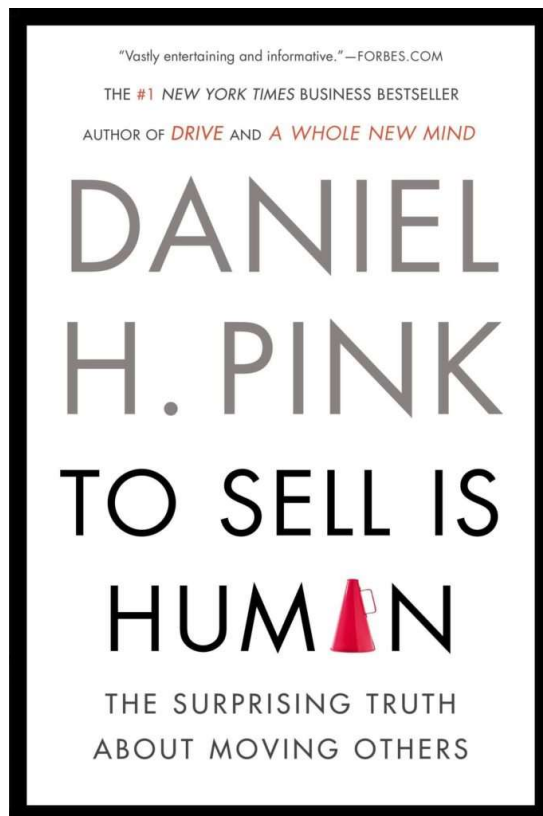
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#15 To Sell is Human by Daniel Pink



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dinner, selling is constant. In this book, basic selling principles are re-evaluated on a more practical level and applied to everyday scenarios. Informative tips to make your message clearer, market yourself better and understand your client's perspective are highlighted inside.

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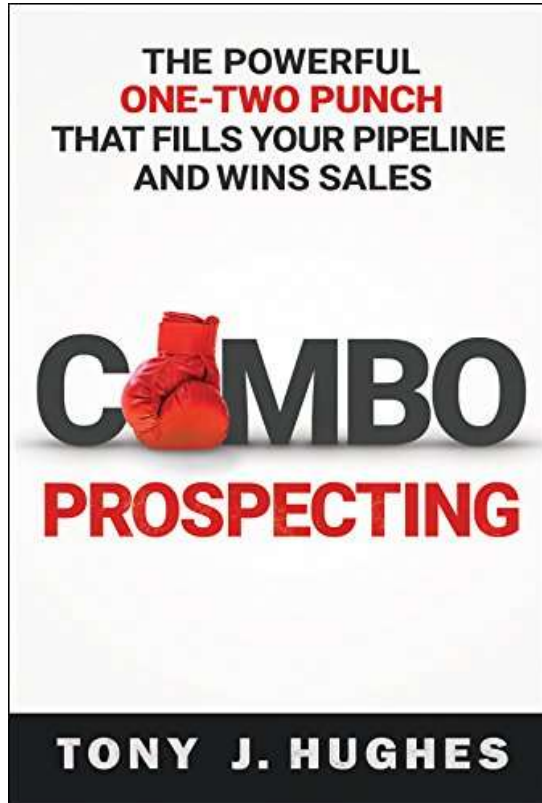
#10 COMBO

Prospecting by Tony J Hughes

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Have you ever wanted to know how to



break through the digital noise and differentiate your pitch? **Combo Prospecting** seamlessly integrates old and new sales strategies. By providing the readers with a strong foundation in proven techniques, Hughes

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mixed methods you must take to reach executives and close the sale.

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#17 New Rules of TURN YOUR ONLINE RELATIONSHIPS INTO SALES CONVERSATIONS!

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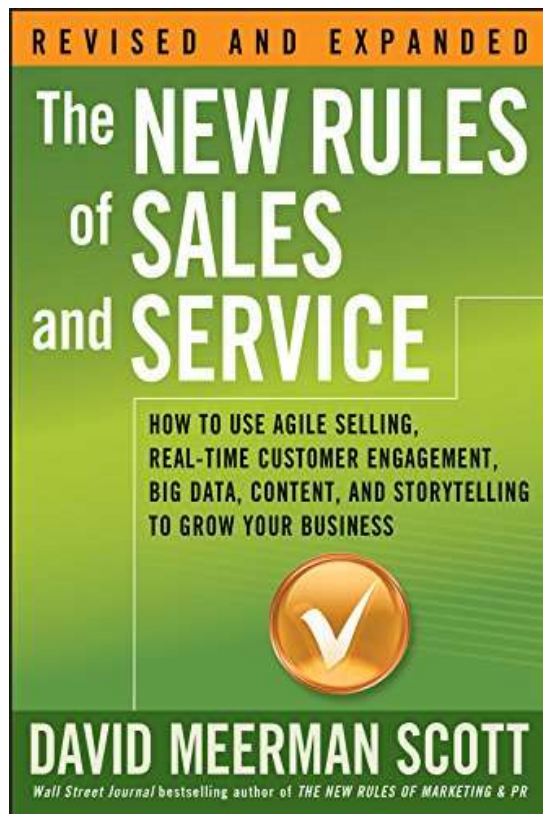
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by David

Meerman Scott

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A guide for the new world of selling where

the buyer is in control, **The New Rules of Sales and Service** gives the modern salesperson an informed perspective on what selling has become today. Modifying traditional practices while introducing entirely new ones. David Meerman Scott

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ahead of the industry.

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#18 How to Get a Meeting with Anyone by Stu Heinecke

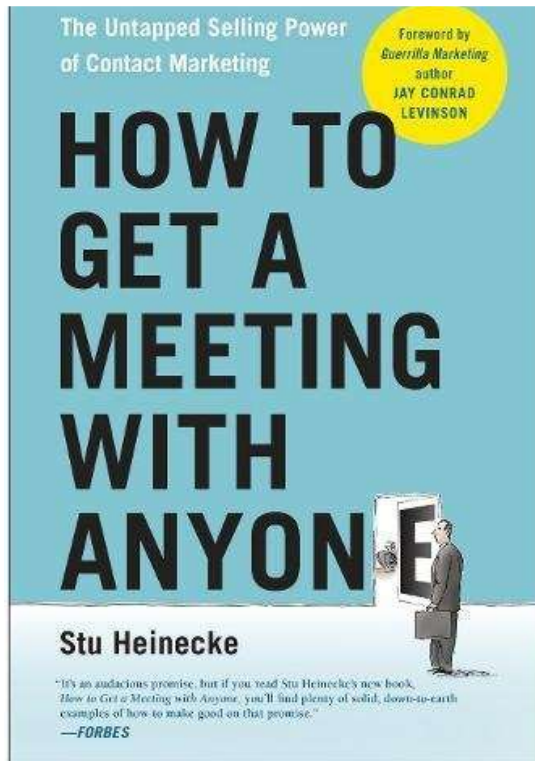
One of the most challenging

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ting with Anyone, Stu Heinecke shares real-life experiences on how to secure meetings with top executives. Using his personalized “Contact Campaign” approach, Stu was able to get meetings with presidents, prime ministers, and numerous CEOs. The reader is provided with the tools and strategy on how to successfully secure a meeting with an elusive prospect.

This just in!

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'How to Get a Meeting
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#19 More Sales Less Time by Jill Konrath

LISTEN TO THE PODCAST HERE:

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A time management guide for
overwhelmed sellers, **More Sales
Less Time**, helps you gain
momentum and optimize your
sales process. Work can quickly

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MORE SALES

LESS TIME

Surprisingly Simple Strategies
for Today's Crazy-Busy Sellers

JILL KONRATH

Author of *SNAP Selling*

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with clients in the most efficient way possible. Salespeople work by their own rules in a fast-paced, changing environment and need an element of structure incorporated into their routines.

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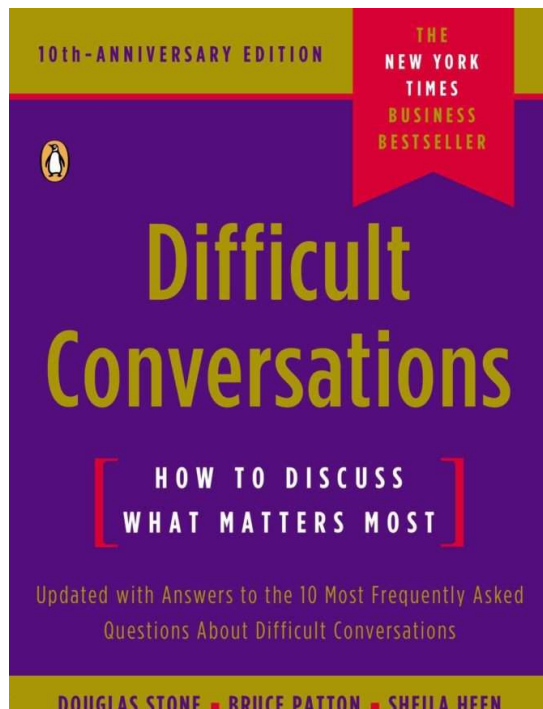
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#20 Difficult Conversations by Doug Stone and Bruce Patton

Most people avoid difficult conversations



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them can set you apart from the competition and achieve success? **Difficult Conversations** provides a step-by-step approach to tackling the discussions no one wants to have. It teaches the act of listening for meaning and not for what's being said. Moving away from emotional problem solving to productive problem solving, the authors explain how to engage in conversations without defensiveness. This book gives insight into the emotional intelligence that applies to the workplace.

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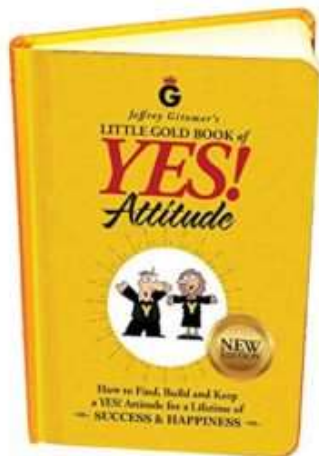
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https://www.amazon.com/Difficult-Conversations-Discuss-What-Matters/dp/0143118447/ref=tmm_pap_swatch_0?_encoding=UTF8&qid=&sr=

#21 Yes Attitude by Jeffrey Gitomer

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ling starts with your attitude, and Jeffrey Gitomer uses **Yes!**

Attitude to motivate sellers to

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selling and of life in general. This book isn't only about motivation; it outlines the steps that you can take to make daily changes in your attitude. Using a formula to keep positivity top of mind, Gitomer shows the reader that true success starts with a Yes! Attitude.

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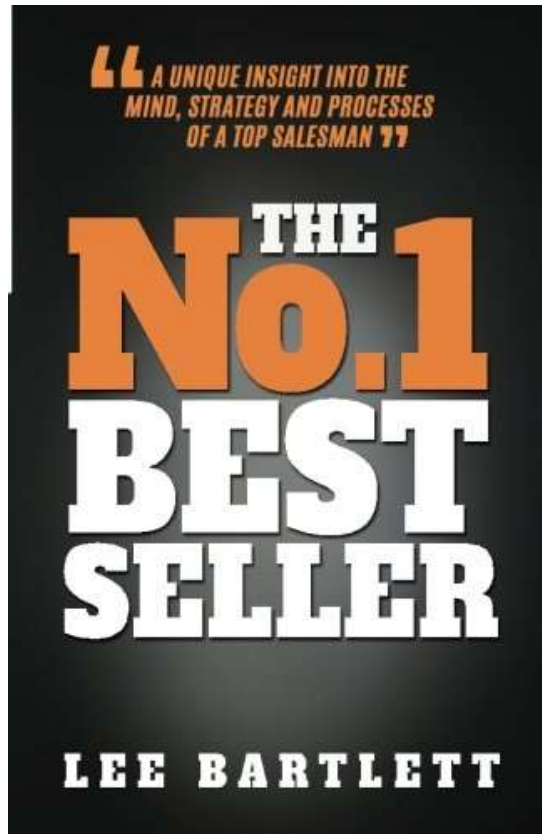
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#1 THE NO. 1 BEST Seller by Lee Bartlett

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While many books tell you how to be



come a top performing sales person, few actually show you the steps needed to achieve success. **The No. 1 Best Seller** shares first-hand experiences that provide you with the methods and the

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professional selling.

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(@No1BestSeller).
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#23 Pivot by Adam Markel

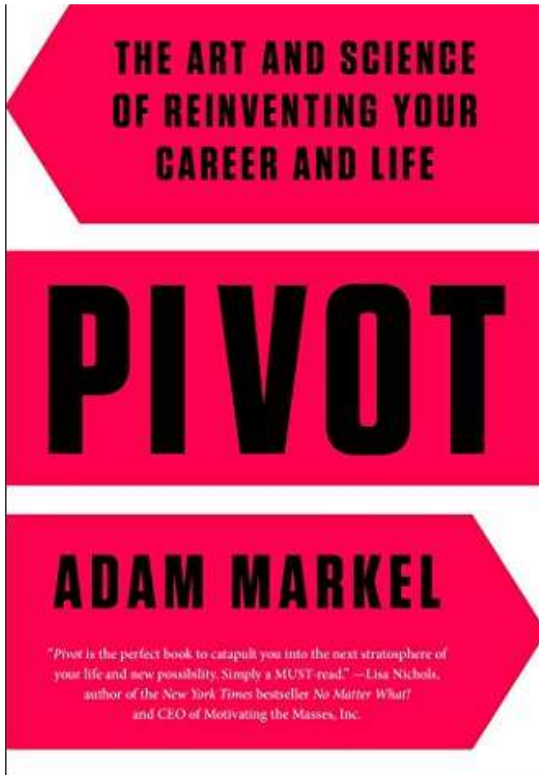
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onments and beyond. Focusing in on how to transform your career path on the whole, Markel provides the reader with a step-by-step methodology, aimed at achieving personal transformation.

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#24 The Sales Person Paradox by Douglas Vigliotti

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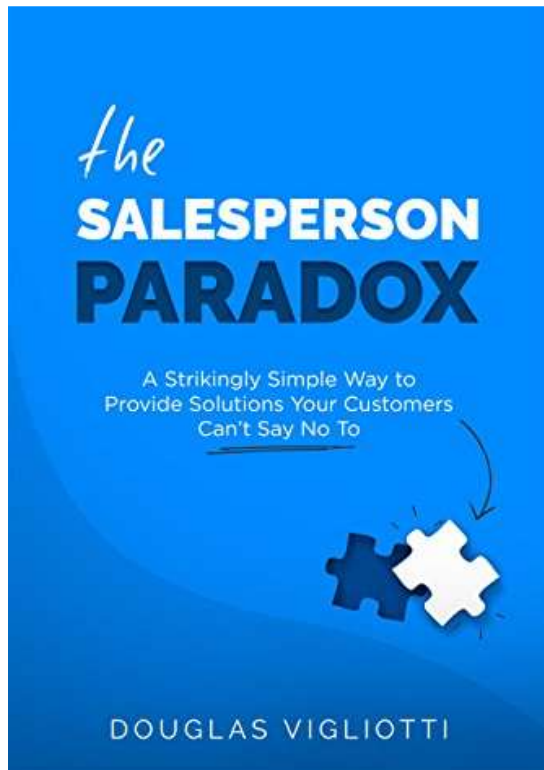
<http://bit.ly/DouglasVigliottiEP91>

Aimed at providing solutions for both salespeople and entrepreneurs, **The Salesperson Paradox** uses realistic and practical approaches to compel consumers to buy your products. Vigliotti's primary strategy is to teach the reader how to create a need, and not just how to sell. Included is a free workbook with guides as well as on-hand tools

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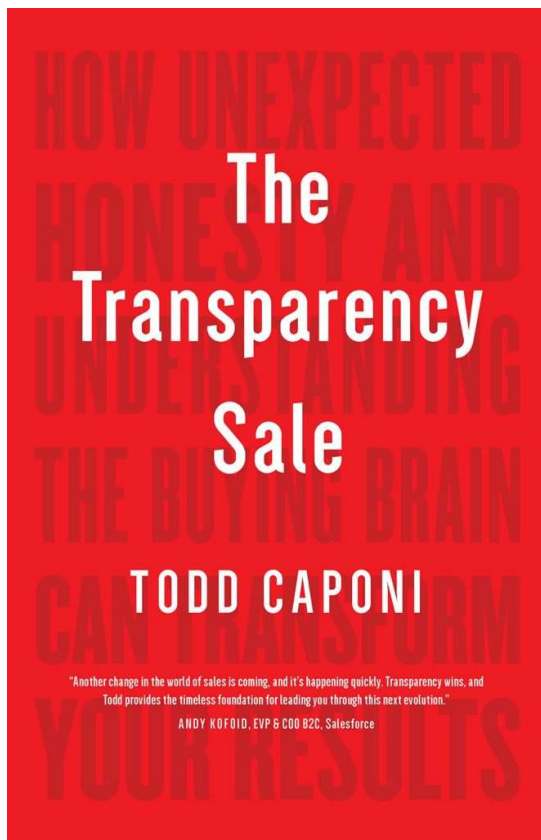
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#25 The Transparency Sale by Todd Caponi

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exact opposite of what sales
novels tell you? **The
Transparency Sale** flips the
"normal" of marketing and sales

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everything on their own, which causes salespeople to struggle. Caponi prides himself on providing methods that you can implement right away to improve your relationships with customers.

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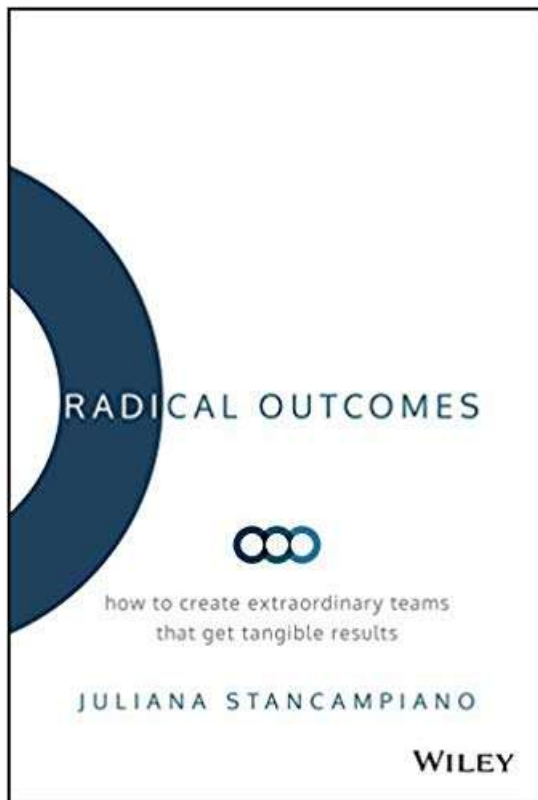
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#20 Radical Outcomes by Juliana Stancampiano

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Radical Outcomes focuses on what success in a work environment means. While many companies waste time with seminars on how to succeed

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fresh outlook to the table,
challenging readers to
incorporate new technologies into
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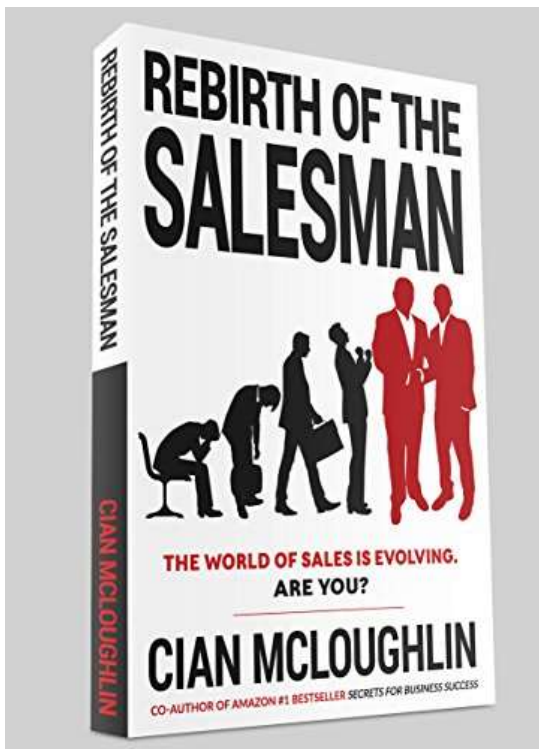
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#27 REBIRTH OF a Salesman by Cian McLoughlin

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from telling us that business-to-business sales practices are drastically changing. In fact, he embraces them. Using the technology boom as a “rebirth” period, McLoughlin shares insights and advice on how to stay

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salesperson's role, and provide the solutions your customers are looking for.

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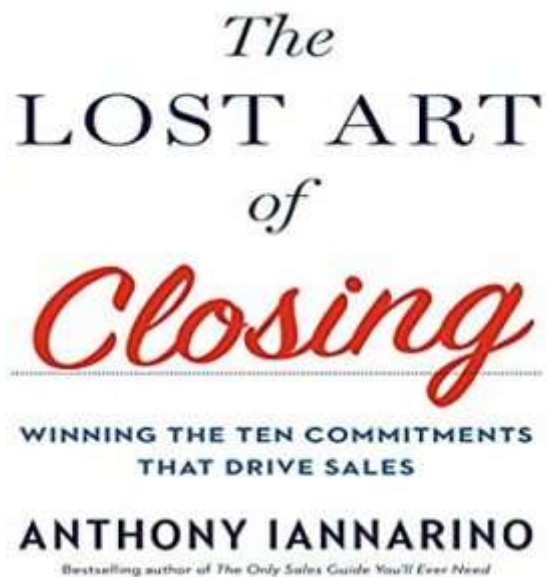
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ANTHONY IANNARINO

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Closing is a sales tactic that many in the profession struggle with, and successful techniques have been long debated. Anthony Iannarino debunks the myths of closing and reveals tactics that actually work. He discusses how to gain commitment from the buyer early on and how to keep it. **The Lost Art of Closing** provides the reader with insights into what the buyer wants when coming to a deal.

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#29 Confessions of a Serial Salesman by Steve Nudelberg

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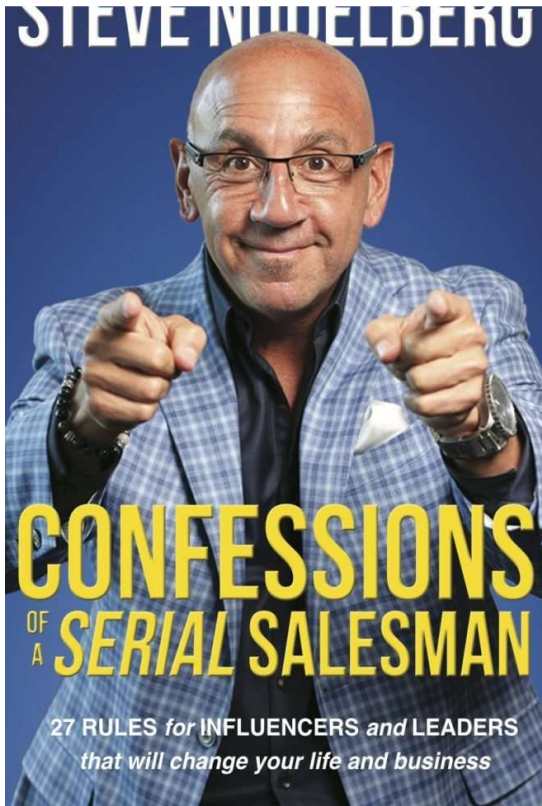
[http://bit.ly/SteveNudelbergEP3
1](http://bit.ly/SteveNudelbergEP31)

Advice straight from the mind of a
master salesman, Steve

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can make big impacts that differentiate you from your competition. **Confessions of a Serial Salesman** offers best practices that actually work, using procedures tried and true in over forty years of experience.

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#30 The Relationship Engine by Ed Wallace

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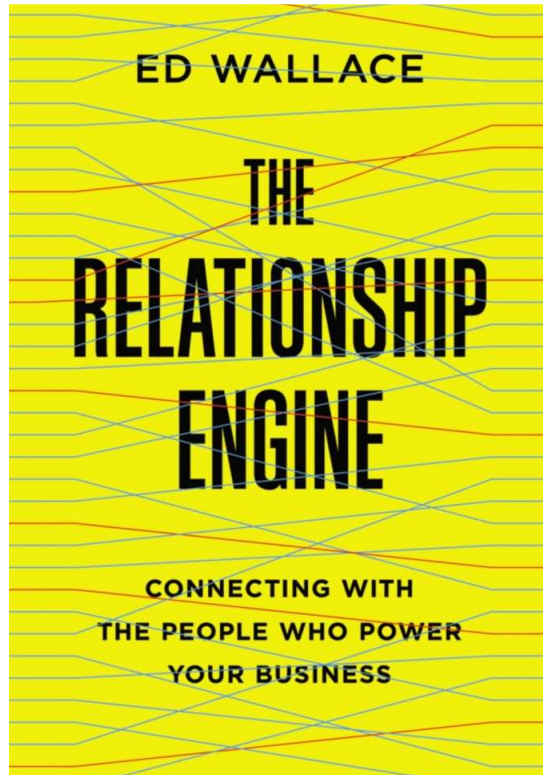
The business world is built entirely on relationships. While professionals focus on forming relationships, it's maintaining these meaningful connections where we tend to fall short. **The Relationship Engine** sheds light on the importance of valuing core relationships, and provides a

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Processes,
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make
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action valuable. Applicable to all industries, **The Relationship Engine** is a must read for anyone looking to build their network.

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#31 Edgy Conversations by Dan Waldschmidt

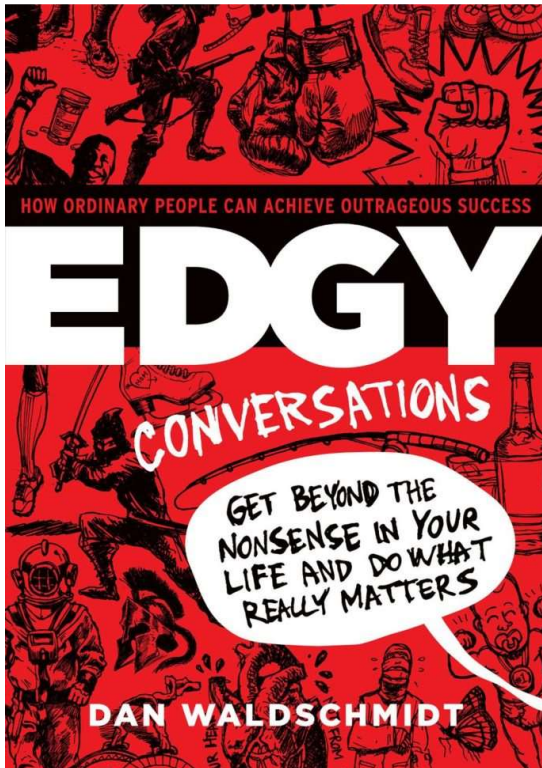
Dan's Podcast is Publishing in Jan 2019 and will soon be updated here.

EDGY Conversations is a gut-wrenchingly honest, no-holds-barred discussion about what it takes to be a success today. It's based on the stories of 1,000 ordinary people in business, math, politics, sports and science who have achieved mind-blowing feats of extraordinary

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w. You don't need another book on

success. You just need to be more **EDGY.**

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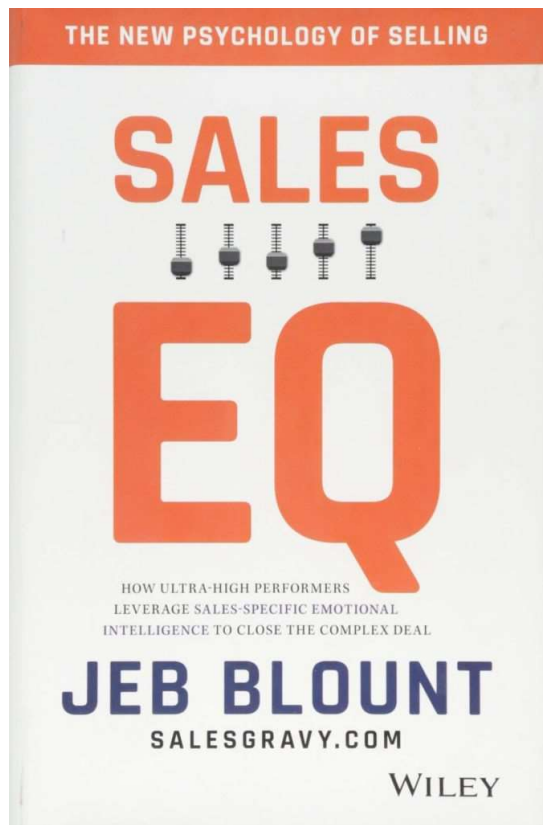
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#32 Sales EQ by Jeb Blount

Thanks to the power of technology, bu



yers have more access to information than ever before. With sales relationships shifting towards

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emphasizes the new psychology of selling and the shift of importance to the buying process as a whole. Blount has rounded up the sales tips and secrets of top performing salespeople in a variety of fields to help you learn how to engage buyers on an emotional level.

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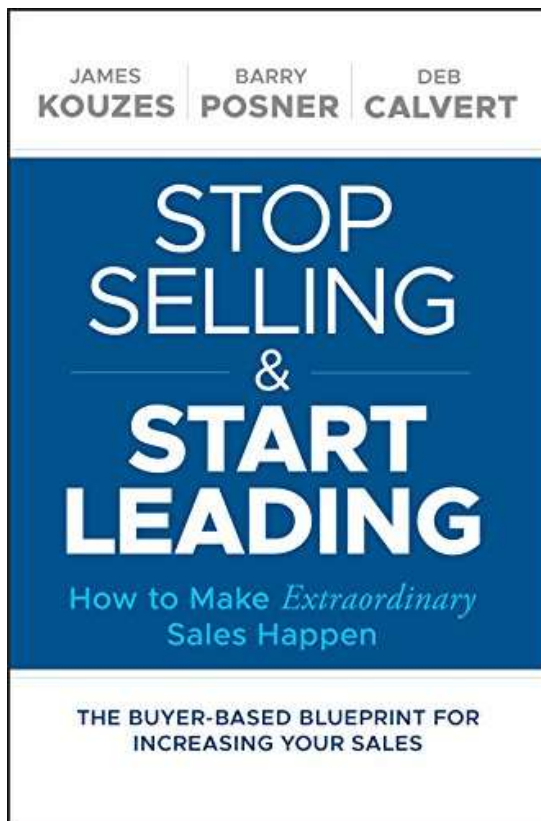
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#33 Stop Selling and Start Leading by Deb Calvert

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is having great leadership skills?
Deb Calvert uses **Stop Selling and Start Leading** to explain how being a great leader equates to being an even better salesperson

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interactions. What's the best part of this novel? Every bit of advice is based on buyer research and actual seller success.

WOW! @M_3Jr's CEO of Vengreso 33 Best #Sales Books for 2019 and 'Stop Selling and Start Leading' by Deb Calvert (@PeopleFirstPS) made the list! Click here to see the complete list.
#DigitalSelling
#SocialSelling

CLICK TO TWEET 

Buy the Book Here:

https://www.amazon.com/Stop-Selling-Start-Leading-Extraordinary/dp/1119446287/ref=sr_1_1?ie=UTF8&qid=1508705164&sr=8-1&keywords=stop+selling+%26+start+leading

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CAI KA. SALES

Leadership and Management Books

I just couldn't publish this article without including a few leadership centric books. If you're in Sales and looking to move into a leadership role, or if you are in leadership and want to improve, then here is my list of honorable mentions and must reads.

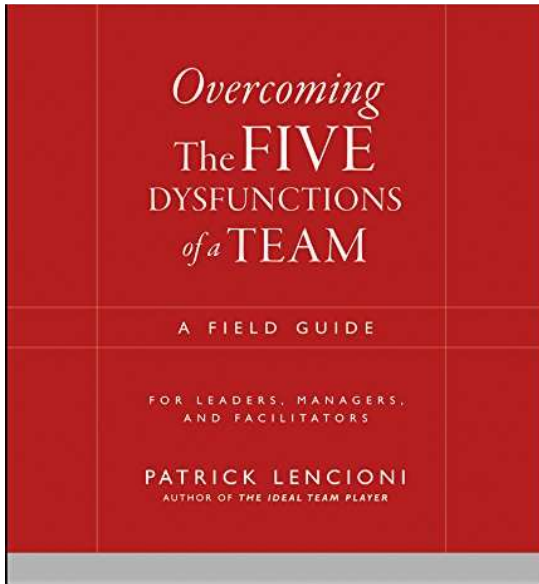
#34 Overcoming the Five Dysfunctions of a Team by Patrick Lencioni

Wrapping up the list is a book that focuses on improving overall teamwork and moral. Lencioni's guide to overcoming team dysfunction is something any manager, regardless of

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s as a reference to those looking to boost workplace morale and functionality.

This just in!
#MustRead Best Sales Book for 2019 from Vengreso Includes: 'Overcoming the Five Dysfunctions of a Team' by @patricklencioni. Want more? See @M_3Jr's top #sales picks here! #DigitalSelling #SocialSelling

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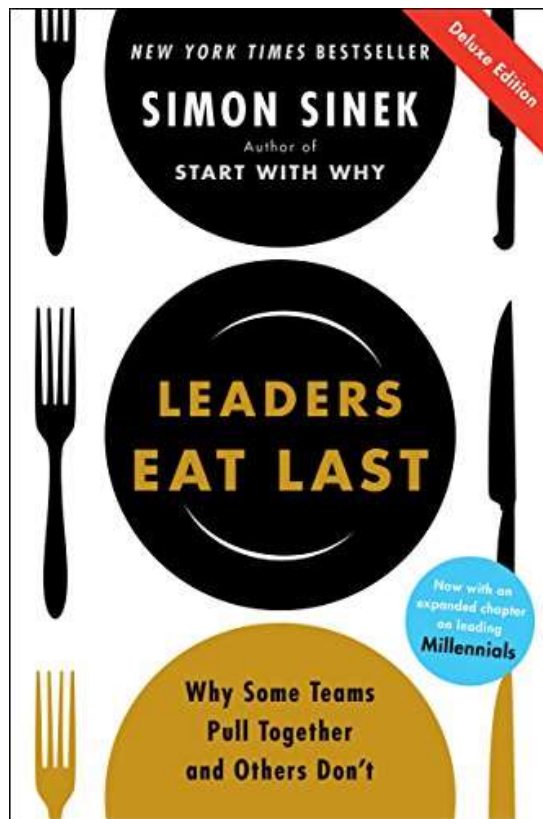
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https://www.amazon.com/dp/B008L03WNI/ref=dp-kindle-redirect?_encoding=UTF8&btkr=

#35 Leaders Eat Last by Simon Sinek

This New York Times Bestseller examines



a mines what it means to be a great leader, and the effects that great leadership can have on an entire team. Sinek translates the military practice of leaders sacrificing their

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a leader can have, and provides the reader with valuable lessons on improving their overall leadership skills.

WOW! @M_3Jr's CEO of Vengreso 33 Best #Sales Books for 2019 and 'Leaders Eat Last' by @simonsinek made the list! Click here to see the complete list.
#DigitalSelling
#SocialSelling

CLICK TO TWEET 

Buy the Book Here:

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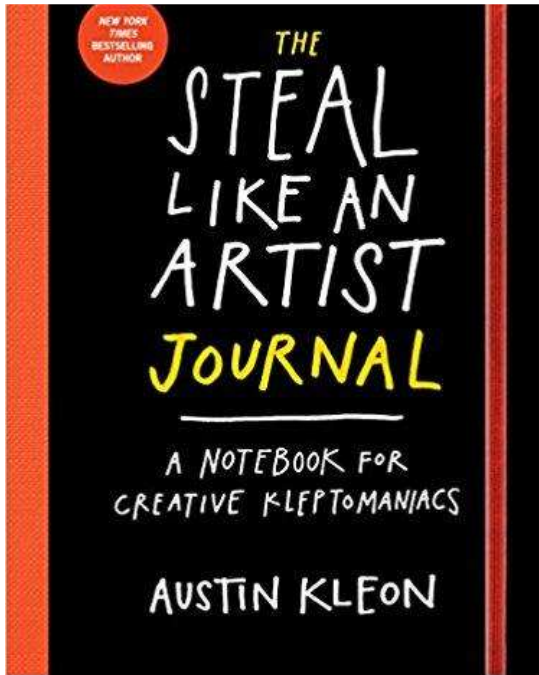
#36 Steal like an Artist by Austin Kleon

Do you ever feel like you're having

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ercises, quotes, and prompts, the journal acts as a daily mind exercise to improve creative thinking. Find inspiration in your free time, and embrace the unique activities!

This just in!
#MustRead Best Sales Book for 2019 from Vengreso Includes: 'Steal like an Artist' by @austinkleon. Want more? See @M_3Jr's

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https://www.amazon.com/Steal-Like-Artist-Things-Creative-dp-0761169253/dp/0761169253/ref=mt_paperback?_encoding=UTF8&me=&qid=

Whew! There you have it. All 33 of the best Sales books for 2019. Of course, I may have missed a few. If you think I missed one, drop a comment in the comments below and let me know what it is, I might just have to update the list or start preparing the list for 2020!

Lastly, if you think you should be on the Selling with Social sales podcast in 2019, I'm filling up the calendar now and would consider it. Place a comment below and let me know who you are, why you should be on the list and the name of your book for Sales. If it's a sales book for sales leadership, even better. Drop a comment below.

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SALES PROSPECTING

SELLING WITH SOCIAL

STRATEGY



Mario Martinez Jr.

Mario is the CEO and Co-founder of [Vengreso](#). He spent 84 consecutive quarters in B2B Sales and Leadership roles growing hundreds of millions of dollars in revenue annually. Mario is one of 20 sales influencers invited to appear in the Salesforce documentary film “[The Story of Sales](#)” launched in 2018. He was named 2019’s Top 10 Sales Influencers by The Modern Sales Magazine, 2018’s Top 25 Most Influential Inside Sales Professional, Selling Power Magazine’s 2018 Top Sales Training and Coaching Consultant, and was recognized in 2019 as one of the top Social

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professionals now to develop an engaging personal brand to attract today's modern buyer using the digital sales ecosystem. Mario is the host of the popular [Selling With Social Podcast](#). He's been featured in Forbes, INC., Entrepreneur and was formerly a contributor to the [Huffington Post](#). He's a highly sought-after Keynote Speaker with brands such as LinkedIn, Cisco and many more. He is also known to open a [speech with a Salsa dance](#). Follow him on [YouTube](#), [LinkedIn](#), or on [Twitter](#).



Comments

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Clarito

[↗ Reply](#)

Awesome list! Off to Barnes and Nobles! 😊



Clarito

[↗ Reply](#)

This is awesome! a good read for business leaders!



Kurt A Shaver [↗ Reply](#)

Great list. includes one of my all-time favorites. Dales Carnegie's classic HTWFAIP.

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David Meermans [↗](#) Reply

Amazing list(!) Honored to be a part of it. Mario – Thanks for the effort required to curate this.



Mario [↗](#) Reply

Martinez Jr.

When your book is awesome it's awesome David!



Chuck Shaver [↗](#) Reply

With so many publications it's nice when an industry expert consultant offers free consulting on which publications are a good use of my time. Thank you Mario! Chuck

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David

↪ Reply

I'll take the challenge to read all of these books in 2019!



Stan Robinsor ↪ Reply

What a great reading list for sales leaders and reps! I have read several of these books and look forward to getting started on the others. From this list you can tell that the best sales executives not only understand sales tactics, but also have a knowledge of business strategy, leadership, communication, organizational development, technology, and human behavior. Thanks for compiling this list of the best sales books for 2019!

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Deb Calvert [↗ Reply](#)

Wow! What a list! Thank you very much for including Stop Selling & Start Leading. Writing that with my co-authors Jim Kouzes and Barry Posner was a professional learning experience like no other. People liking the book so much and finding value in it is so gratifying. And, now this, too! Icing on the cake! I'm honored to appear alongside the others I admire and respect on this list.



Mε [↗ Reply](#)

Martinez Jr.

Deb! You deserve it my friend!
Congrats once again.

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Viveka von Ro: ↗ Reply

Wow! That is an amazingly comprehensive list! I already own a few- but there's several more books on my Amazon Wishlist now! (If only I could also buy the time to read them!!!)

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Wendy

[↗ Reply](#)

What a great list! Drive is one of my favorites – I've read it a couple of times. Looking forward to Pivot, which is on my short list. Also, I HIGHLY recommend The Power of Habit by Charles Duhigg. Not specifically about sales, but it's a great read (or listen) about how individuals and corporations have created habits that lead to amazing, life-changing results. Lots of great success stories in there.

Thank you for sharing this list!



Bernie Borge

[↗ Reply](#)

Anyone in sales should read as many of these books as they if they're serious about ongoing

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Tara Adams [↗ Reply](#)

I love to read books that can help me be better. Better at life, sales, marketing, etc. This is a great list and I'm happy to say I have a few of these books. I'll be adding to my reading list!



Juliette [↗ Reply](#)

Wowza! Great list. Plenty to keep a sales leader happy through the holidays and well into 2019!



Meaghan Alva [↗ Reply](#)

A few of these are on my Goodreads To Read list already. It looks like I'll be adding some more! 😊

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Ivonne Ribeirc [↗](#) Reply

How to Win Friends and Influence People by Dale Carnegie is at the cornerstone of relationships. It's foundational.

YET, I have noticed that the youngest generation entering the business world has not read it. What a great gift for the ambitious millennium in your life! Thanks for this great list.



Anastasia [↗](#) Reply

Some great books on the list!! I am glad I've read at least one 😊

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Efryl Isidro [↗ Reply](#)

Great list of books.
Looking forward for some
me time and read a few
books. Thanks for
sharing.



Martinez Jr [↗ Reply](#)

Martinez Jr

Thanks Ef! I
hope your
enjoying the
reading.

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Barry Hall [↗ Reply](#)

Many thanks Mario, it must have taken you ages to put this together. Lots of great books and much appreciated. — Barry.



Mario [↗ Reply](#)

Martinez Jr.

You Rock Barry! Thank you so much, my friend. It took me a while, yes but fortunately I have a Marketing Coordinator who helped!

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Stu Heinecke ↗ Reply

Mario, great list! And a great honor to be part of it. Thank you!



Martinez Jr ↗ Reply

Martinez Jr

Stu you are very welcome! You deserved it!

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