

The background of the entire image is a light-colored wood-grain texture. On the left side, there is a vertical stack of several old, thick books with worn spines. A silver laptop is positioned horizontally across the middle of the stack, with its screen open and facing right. The laptop's keyboard and trackpad are visible. The text is overlaid on the right side of the image.

# **The ULTIMATE MORTGAGE READING GUIDE**

**50 Books Every  
Mortgage  
Professional  
Needs To Read**



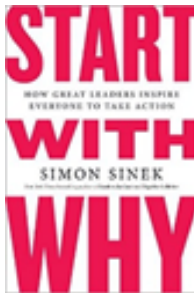
# FOUNDATIONAL

1.



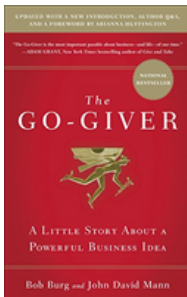
**Rich Dad, Poor Dad**  
by Robert Kiyosaki

2.



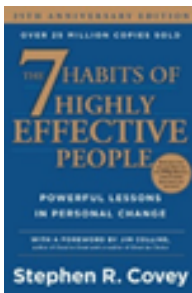
**Start With Why**  
by Simon Sinek

3.



**The Go-Giver**  
by Burg & Mann

4.



**7 Habits of Highly Effective People**  
by Stephen Covey

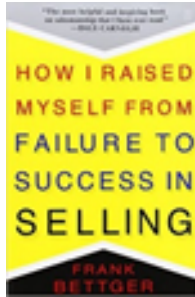
5.



**Good to Great**  
by Jim Collins

# SALES & SELLING

6.



**How I Raised Myself From Failure to Success in Selling**  
by Frank Bettger

7.



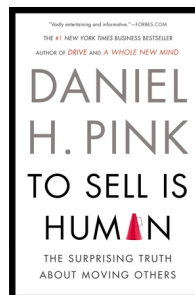
**White Collar Warrior**  
by Bill Hart

8.



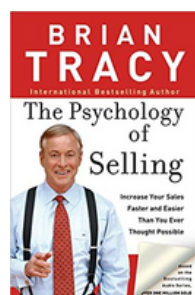
**Sell It Like Serhant**  
by Ryan Serhant

9.



**To Sell is Human**  
by Daniel Pink

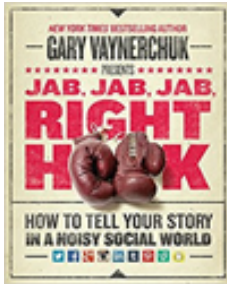
10.



**Psychology of Selling**  
by Brian Tracy

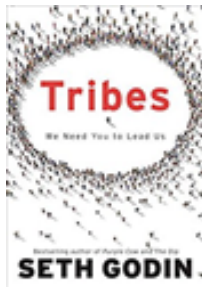
# MARKETING

11.



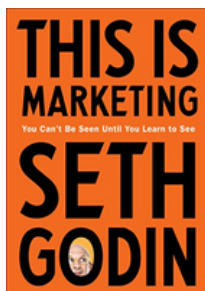
**Jab, Jab, Jab, Right Hook**  
by Gary Vaynerchuk

12.



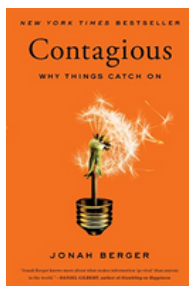
**Tribes**  
by Seth Godin

13.



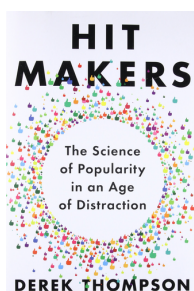
**This Is Marketing**  
by Seth Godin

14.



**Contagious**  
by Jonah Berger

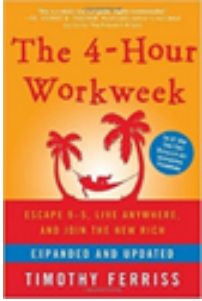
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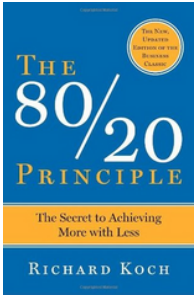
**Hit Makers**  
by Derek Thompson

# PRODUCTIVITY

16.  **The 4-Hour Workweek**  
by Tim Ferriss



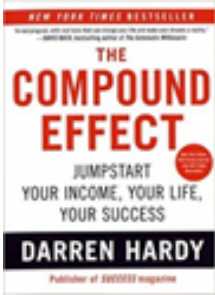
17.  **The 80/20 Principle**  
by Richard Koch



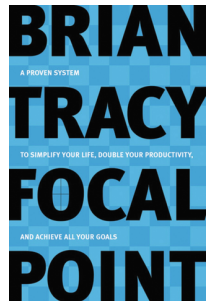
18.  **The One Thing**  
by Gary Keller



19.  **The Compound Effect**  
by Darren Hardy

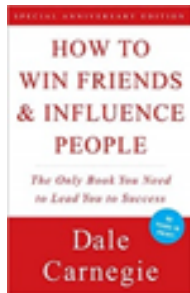


20.  **Focal Point**  
by Brian Tracy



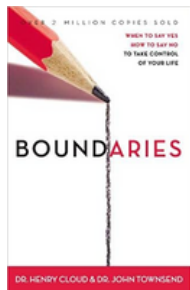
# SKILL DEVELOPMENT

21.



**How to Win Friends & Influence People**  
by Dale Carnegie

22.



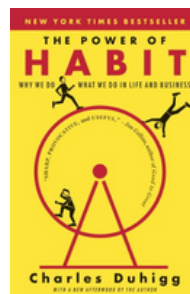
**Boundaries**  
by Cloud & Townsend

23.



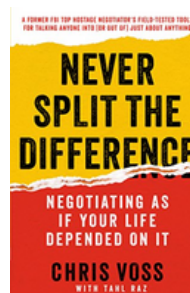
**REWORK**  
by Fried & Hansson

24.



**The Power of Habit**  
by Charles Duhigg

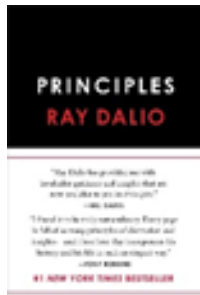
25.



**Never Split the Difference**  
by Chris Voss

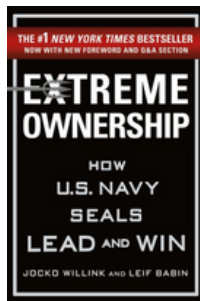
# LEADERSHIP

26.



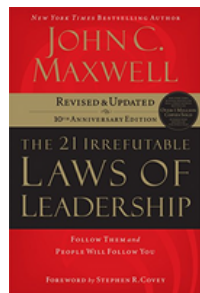
**Principles**  
by Ray Dalio

27.



**Extreme Ownership**  
by Willink & Babin

28.



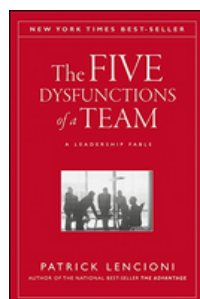
**21 Irrefutable Laws of Leadership**  
by John Maxwell

29.



**EntreLeadership**  
by Dave Ramsey

30.



**5 Dysfunctions of a Team**  
by Patrick Lencioni

# MORTGAGE

31.



## LAUNCH!

by Jen Du Plessis

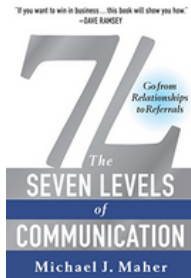
32.



## The Mortgage Marketing Manifesto

by Andrew Pawlak

33.



## 7 Levels of Communication

by Michael J. Maher

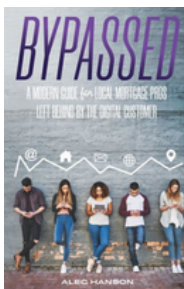
34.



## Disrupt or Die

by Geoff Zimpfer

35.



## Bypassed

by Alec Hanson

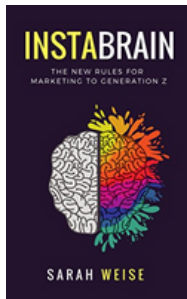
# SOCIAL MEDIA

36.



**What to Post.**  
by Chelsea Peitz

37.



**InstaBrain**  
by Sarah Weise

38.



**YouTube for Real Estate Agents**  
by Karin Carr

39.



**Crushing It**  
by Gary Vaynerchuk

40.



**One Million Followers**  
by Brendan Kane

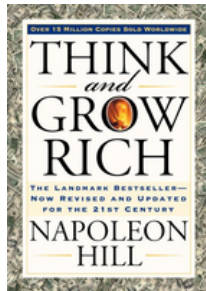
# MINDSET

41.



**Relentless**  
by Tim Grover

42.



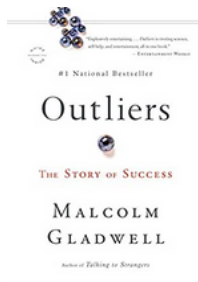
**Think and Grow Rich**  
by Napoleon Hill

43.



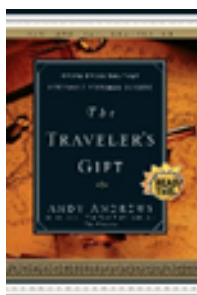
**The Millionaire Next Door**  
by Stanley & Danko

44.



**Outliers**  
by Malcolm Gladwell

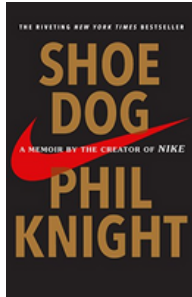
45.



**The Traveler's Gift**  
by Andy Andrews

# BUSINESS MEMOIRS

46.



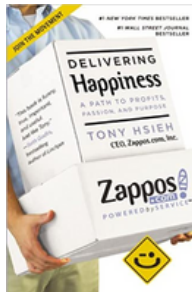
**Shoe Dog**  
by Phil Knight

47.



**The Virgin Way**  
by Richard Branson

48.



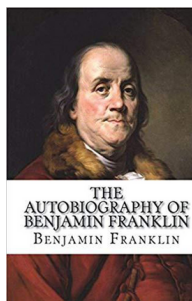
**Delivering Happiness**  
by Tony Hsieh

49.



**The Airbnb Story**  
by Leigh Gallagher

50.



**The Autobiography of Benjamin Franklin**  
by Benjamin Franklin