



“TOP 100”

FAVORITE DIRECT SELLING BOOKS

1. Launch Smart “How to Build a Direct Sales Company by Terrel Transtrum and Craig A. Fleming
2. Private Equity Investing in Direct Sales by Brett A Blake
3. Compassionate Capitalism: People Helping People Help Themselves by Rich DeVos
4. Mary Kay on People Management by Mary Kay Ash
5. All You Can Do Is All You Can Do: But All You Can Do Is Enough by Art Williams
6. The Pampered Chef: The Story of One of Americas Most Beloved Companies by Doris Christopher
7. The Shaklee Story by Robert L. Shook
8. Longaberger: An American Success Story by Dave Longaberger and Tammi Longaberger
9. An Enterprising Life: An Autobiography by Jay Van Andel
10. A Foot in The Door by Alfred C. Fuller and Hartzell Spence

For additional questions go to: www.DirectSalesExperts.com



CRAIG A. FLEMING
FOUNDER AND CEO

ABOUT DIRECT SALES EXPERTS INC.

Direct Sales Experts is a global Executive Search Firm that specializes in “Leadership Identification”. Their focus is the Direct Sales, Network Marketing, MLM, Party Plan and Social Selling channels. At Direct Sales Experts they have spent a lifetime building relationships with the channel’s strongest leaders. By utilizing a network of 50,000 executives, their focus when working for you is to identify, interview, qualify and deliver quickly high performing proven leaders to help grow your business. Many of the world’s leading Direct Sales Organizations seek advice and council on Executive Recruiting, leadership development and succession planning.



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11. The Millionaire Training by Larry Thompson and Tonja Waring

12. More Than a Bag: Celebrating the First 20 Years of The Thirty-One Story by Cindy Monroe, Julie Sutton and Cathy Smith

13. Renewal -Leading Direct Selling Turnarounds by Brett A Blake

14. The Direct Option by Richard C. Bartlett

15. Discovering Another Way: Raising Brighter Children While Having a Meaningful Career by Lane Nemeth

16. The Longaberger Story: And How We Did It by Dave Longaberger

17. Renewal For Field Leaders by Brett A Blake

18. Pushing Up People by Art Williams

19. Go Pro 7 Steps to Becoming a Network Marketing Professional by Eric Worre

20. Your First Year in Network Marketing: Overcome Your Fears, Experience Success, and Achieve Your Dreams by Mark Yarnell and Rene Reid Yarnell

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21. Building Your Network Marketing Business by Jim Rohn

22. The Slight Edge: Secrets to a Successful Life by Jeff Olson

23. Systems Scale by Brett A Blake

24. Successful Direct Selling: How to Plan, Launch, Promote & Maintain A Profitable Direct- Selling Company by Ronald A. Bernstein & Associates

25. Direct Selling a Global Business Model by Sara Cochran, Anne T. Coughlan, Victoria L. Crittenden, William F. Crittenden, Linda K. Ferrell, W. Alan Luce, Robert A. Peterson

26. Miracles Happen by Mary Kay

27. Mary Kay: You Can Have It All by Mary Kay

28. The Mary Kay Way by Mary Kay

29. Coach by Art Williams

30. Simply Rich: Life and Lessons from the Cofounder of Amway: A Memoir by Rich DeVos

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31. Believe! By Rich DeVos

32. Herbalife The Millionaire Maker by John McIntosh

33. Avon: Building the World's Premier Company for Women by Laura Klepacki

34. Tupperware Life of the Party- The remarkable story of how Brownie Wise built, and lost, a Tupperware Party Empire by Bob Kealing and Kimberly Farr

35. Tupperware Unsealed: Brownie Wise, Earl Tupper and the Home Party Pioneers by Bob Kealing

36. What To Do, Where To Go, What To Say by Craig A Fleming

37. Keep Our Distributors Happy! The 4-Word Job Description That Grew a Billion-Dollar Enterprise by Terrel Transtrum

38. Understanding Multi-Level Commissions: And Their Role in a Successful Company by Mark L Rawlins

39. From Commission Plan to Compensation Strategy: Success for Today's MLM Enterprise by Mark L. Rawlins

40. Call Center Training for Direct Selling by Terrel Transtrum

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41. Real Leadership: 9 Simple Practices For Leading and Living With Purpose by John Addison

42. Beach Money by Jordan Adler

43. Rock Your Network Marketing Business: How To Become A Network Marketing Rock Star by Sarah Robbins

44. The Greatest Networker in the World: The story that has changed the lives of millions by John Milton Fogg

45. Handling A Difficult Distributor in Direct Selling by Terrel Transtrum

46. Build It Big: 101 Inside Secrets From Top Direct Selling Experts by the DSWA

47. The Four-Year Career by Richard Bliss Brooke

48. The Business of The 21 st Century by Robert T. Kiyosaki with John Fleming and Kim Kiyosaki

49. Ultimate Gig: Flexibility, Freedom, Rewards by John T. Fleming and Lauren Lawley Head

50. Direct Selling Success: From Amway to Zombies by Randy Gage

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51. How to Build a Multi-Level Money Machine: The Science of Network Marketing by Randy Gage

52. Right or Almost Right: The Fine Line Between Phenomenal Success and Average Results in Network Marketing by John Haremza

53. Recruit and Grow Rich: How to Quickly Build a Successful Network Marketing Business by Recruiting Smarter, Not Working Harder by David M. Ward

54. The 45-second Presentation That Will Change Your Life: The World’s Best-Selling Network Marketing Guide by Don Failla

55. Go For No! by Richard Fenton, Andrea Waltz and Ray Higdon

56. Telephone Etiquette for Direct Sales Customer Service by Terrel Transtrum

57. The Game of Networking by Rob Sperry

58. The Game of Conquering: Strategies to Overcome Fears in Network Marketing by Rob Sperry

59. Fix Your Network Marketing Business: Fire Up Your Team, Increase Recruiting and Sales, and Get Your Business Growing Again-Even if Nobody is Doing Anything by David M. Ward

60. From Striving To Thriving: A new model for Network Marketing Success by Cliff Walker

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61. The Prospecting Game: How to Follow-Up and Sponsor with Confidence by Wes Linden

62. Effing Simple: Your Guide to Growing Your Network Marketing Business and Changing Lives by Toni Vanschoyck with Jay Treloar

63. Exceeding Customer Expectations: How to Attract and Keep Direct Selling Customers Like Never Before by Terrel Transtrum

64. Recruiting Up: How I Recruited Hundreds of Professional in My Network Marketing Business and How You Can Too by David M Ward

65. Network Marketing Made Simple: A Guide For Training New Distributors by David M. Ward

66. Network Marketing As A Career: How To Earn A Full-Time Income in Your Part-Time Business by David M Ward

67. 5-Minute Recruiting: Using Voicemail To Build Your Network Marketing Business by David M. Ward

68. Be A Direct Selling Superstar by Mary Christensen

69. Be A Network Marketing Superstar by Mary Christensen with Wayne Christensen

70. Be A Recruiting Superstar: The Fast Track to Network Marketing Millions by Mary Christensen

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71. Be A Party Plan Superstar: Build A \$100,000-A-Year Direct Selling Business From Home by Mary Christensen
72. Be A Network Marketing Leader by Mary Christensen
73. Your First 90 Days in Network Marketing by Angel Olvera
74. Beyond The Products: Fundamental Secrets to Build a Sustainable Network Marketing Team by Ron Wilder
75. Freakishly Effective Social Media For Network Marketing by Ray Higdon and Jessica Higdon
76. Fearless Networking: Create Better Connections, Invite with Ease, Obliterate Objections, Follow Up and Close Like A Pro by Todd Falcone
77. Breaking All The Rules: How the #1 Female Earner in Network Marketing Rose To The Top by Jena Zwagil
78. Double Your Contacts by Michael J. Durkin
79. The Four Colour Personalities by Tom "Big Al" Schreiter
80. First Sentences For Network Marketing: How To Quickly Get Prospects On Your Side by Tom "Big Al" Schreiter

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81. The Two-Minute Story For Network Marketing: Create the Big-Picture Story That Sticks by Keith and Tom “Big Al” Schritter
82. How To Build Your Network Marketing Business in 15 Minutes A Day by Keith and Tom “Big Al” Schreiter
83. Ice Breakers! How To Get Any Prospect To Beg You For A Presentation by Tom “Big Al” Schreiter
84. Momentum Makers: Over 100 Network Marketing Success Tips From 24 Average People Who Made it BIG by Jordan Adler and Frazer Brookes
85. Cut It Out: Getting Your Head Straight In Network Marketing by Gabriel Sedlak
86. Making The First Circle Work: The Foundation For Duplication in Network Marketing by Randy Gage
87. Risky Is The New Safe: The Rules Have Changed by Randy Gage
88. A Manifesto For Entrepreneurs: Mad Genius by Randy Gage
89. The Residual Effect: Building Lasting Relationships, Develop Leaders, and Grow a Thriving Business Network by Mark Petticord
90. Being The Best You Can Be In MLM: How To Train Your Way To The Top In Multi-Level/Network Marketing- America’s-Fastest Growing Industry by John Kalench

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- 91.** The Miracle Morning for Network Marketers: Grow Yourself First to Grow Your Business Fast by Hal Elrod and Pat Petrini

- 92.** Building an Empire: The Most Complete Blueprint To Building a Massive Network Marketing Business by Brian Carruthers

- 93.** Untrapped Freedom Manifesto: Become an Entrepreneur to Escape the Grind and Find Freedom and Happiness by Brian Carruthers

- 94.** Direct AF Sales: A Daily System For Entrepreneurs Who Want To Dominate In The Network Marketing Profession by Lisa Hocker

- 95.** Dare To Dream and Work To Win: Understanding Dollars and Sense of Success in Network Marketing by Dr Tom Barrett

- 96.** Do It Anyway, Girl: A Playful, Simple, Unique Guide to Achieving Success in Network Marketing by Michele Cunningham

- 97.** Network Marketing Queen: Your Guide to Creating Massive Success by Owning Your Feminine Power by Dr. Erin Pollinger

- 98.** Get Over Your Damn Self: The NO-BS Blueprint to Building a Life-Changing Business by Romi Neustadt

- 99.** The Barefoot Executive: The Ultimate Guide for Being Your Own Boss and Achieving Financial Freedom by Carrie Wilkerson

- 100.** Direct Selling For Dummies by Belinda Ellsworth

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