

From the Desk of Phillip Bosen

Books that impact my approach to business

The One Minute Manager

https://www.amazon.com/Manager-Kenneth-Johnson-Spencer-Blanchard/dp/Boo2BFPoSO/ref=pd_lpo_14_img_1/137-7536917-9016247?_encoding=UTF8&pd_rd_i=Boo2BFPoSO&pd_rd_r=0437acc8-7ece-4d61-8d7f-fb8b26a1a50e&pd_rd_w=gqUmE&pd_rd_wg=BoQDq&pf_rd_p=7b36d496-f366-4631-94d3-61b87b52511b&pf_rd_r=GG5T9SKKC8ST6ECBVK37&pssc=1&refRID=GG5T9SKKC8ST6ECBVK37

How to Win Friends and Influence People

https://www.amazon.com/How-Win-Friends-Influence-People/dp/0671027034/ref=sr_1_1?crid=163EMSYCYZ6I&dchild=1&keywords=how+to+win+friends+and+influence+people+dale+carnegie&qid=1607461982&s=books&prefix=how+to+win%2Cstripbooks%2C194&sr=1-1

Hiring Squirrels

https://www.amazon.com/Hiring-Squirrels-Essential-Interview-Questions/dp/1500269271/ref=sr_1_1?crid=3CWE2GSTLBC29&dchild=1&keywords=hiring+squirrels&qid=1607462014&s=books&prefix=hiring+sq%2Cstripbooks%2C186&sr=1-1

Good to Great

https://www.amazon.com/Good-Great-Some-Companies-Others/dp/0066620996/ref=sr_1_1?crid=2ABKCSOBS9MU&dchild=1&keywords=good+to+great+by+jim+collins&qid=1607462047&s=books&prefix=good+to+great%2Cstripbooks%2C178&sr=1-1

The Tipping Point

https://www.amazon.com/Tipping-Point-Little-Things-Difference/dp/0316346624/ref=sr_1_2?crid=5Q8F2EC08XQ0&dchild=1&keywords=the+tipping+point+by+malcolm+gladwell&qid=1607462075&s=books&prefix=the+tipping%2Cstripbooks%2C215&sr=1-2

Don't Think Pink

https://www.amazon.com/Dont-Think-Pink-Increase-Crucial/dp/081440815X/ref=sr_1_1?dchild=1&keywords=dont+think+pink&qid=1607462142&s=books&sr=1-1

The 7 Habits of Highly Successful People

https://www.amazon.com/Habits-Highly-Effective-People-Powerful/dp/1982137274/ref=sr_1_1?crid=3ALD07JBGSGMK&dchild=1&keywords=7+habits+of+highly+effective+people&qid=1607462178&s=books&prefix=7+hab%2Cstripbooks%2C187&sr=1-1

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Made to Stick

https://www.amazon.com/Made-Stick-Ideas-Survive-Others/dp/1400064287/ref=sr_1_1?crid=3MD6OSN6NQXTM&dchild=1&keywords=made+to+stick&qid=1607462207&s=books&sprefix=made+to+%2Cstripbooks%2C182&sr=1-1

EVEolution

https://www.amazon.com/EVEolution-Faith-Popcorn/dp/078688441X/ref=sr_1_1?crid=2T691J6XKJNFL&dchild=1&keywords=eveolution+faith+popcorn&qid=1607462269&s=books&sprefix=EVEolution%2Cstripbooks%2C174&sr=1-1

Sell Something

https://www.amazon.com/Sell-Something-Principles-Perspectives-Salespeople/dp/1537628569/ref=sr_1_2?crid=2YFJDM3CC5TED&dchild=1&keywords=sell+something&qid=1607462300&s=books&sprefix=sell+something%2Cstripbooks%2C173&sr=1-2

Selling Luxury

https://www.amazon.com/Selling-Luxury-Customers-Experiences-Impeccable/dp/Bo8B77SCY6/ref=sr_1_2?crid=2L3D4TXIJS3CD&dchild=1&keywords=selling+luxury&qid=1607462331&s=books&sprefix=selling+lux%2Cstripbooks%2C197&sr=1-2

Thank You Power

https://www.amazon.com/Thank-You-Power-Science-Gratitude/dp/078522193X/ref=sr_1_1?crid=2NGYPVG6SYN7P&dchild=1&keywords=thank+you+power+by+deborah+norville&qid=1607462367&sprefix=thank+you+power%2Caudible%2C204&sr=8-1

Upstream

https://www.amazon.com/Upstream-Quest-Problems-Before-Happen-ebook/dp/Bo7THBM1M6/ref=sr_1_1_sspa?crid=5Q8F2EC08XQ0&dchild=1&keywords=the+tipping+point+by+malcolm+gladwell&qid=1607462109&s=books&sprefix=the+tipping%2Cstripbooks%2C215&sr=1-1-spons&psc=1&spLa=ZW5jcnlwdGVkUXVhbGlmaWVyPUEyODc2UE1lWEIFUIJJmVuY3J5cHRIZEIkPUeWODYzODY5MU5FQUNSRIZRRFBPNCZlbnNyeXB0ZWZWRBZEIkPUeWOTI4MTcyMoNRSkpIN1QzUldMSSZ3aWRnZXROYW1lPXNwX2FoZiZlY3Rpb249Y2xpY2tSZWRpcmVjdCZkb05vdExvZ0NsaWNrPXRydWU=

Outliers

https://www.amazon.com/Outliers-Story-Success-Malcolm-Gladwell/dp/0316017930/ref=sr_1_2?crid=OO6291PJ6VD6&dchild=1&keywords=outliers&qid=1607462437&sprefix=outli%2Caps%2C196&sr=8-2

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Hug Your Customers

https://www.amazon.com/Hug-Your-Customers-Jack-Mitchell-audiobook/dp/BooU1OQNUQ/ref=sr_1_1?crid=2KBM9YB4BO9XU&dchild=1&keywords=hug+your+customers&qid=1607462469&srefix=hug+you%2Caps%2C183&sr=8-1

Antifragile

https://www.amazon.com/Antifragile-Nassim-Nicholas-Taleb-audiobook/dp/BooA2ZIZYQ/ref=sr_1_1?crid=5PTZU3NZF1A0&dchild=1&keywords=antifragile+by+nassim+taleb&qid=1607462501&s=audible&srefix=anti%2Caudible%2C204&sr=1-1

The Loyalty Effect

https://www.amazon.com/Loyalty-Effect-Hidden-Profits-Lasting/dp/1578516870/ref=sr_1_1?crid=1LALWSWQKD7WP&dchild=1&keywords=the+loyalty+effect&qid=1607462537&s=audible&srefix=the+loyalty%2Caudible%2C197&sr=1-1-catcorr

Hug Your People

https://www.amazon.com/Hug-Your-People-Recognize-Remarkable/dp/1401322379/ref=sr_1_1?crid=22S2T9lUI3S1R&dchild=1&keywords=hug+your+people&qid=1607462580&srefix=hug+your+peop%2Caudible%2C184&sr=8-1

Attracting Perfect Customers

https://www.amazon.com/Attracting-Perfect-Customers-Strategic-Synchronicity/dp/1576751244/ref=sr_1_1?crid=3RHXF6BJXZ9O&dchild=1&keywords=attracting+perfect+customers&qid=1607462615&srefix=attracting+perfect+%2Caps%2C181&sr=8-1

Performance Appraisal Phrase Book

https://www.amazon.com/Performance-Appraisal-Phrase-Book-Techniques/dp/1580629407/ref=sr_1_1?crid=2U67RQ6SMGXX&dchild=1&keywords=performance+appraisal+phrase+book&qid=1607462650&srefix=performance+appra%2Caps%2C194&sr=8-1

Good Life Rules

https://www.amazon.com/Good-Life-Rules-Keys-Being/dp/0071508384/ref=sr_1_1?dchild=1&keywords=good+life+rules+brian+dodge&qid=1607462724&sr=8-1

Be Great

https://www.amazon.com/Be-Great-Five-Foundations-Extraordinary/dp/0982638701/ref=sr_1_1?dchild=1&keywords=be+great+thomas&qid=1607462814&sr=8-1

Let My People Go Surfing

https://www.amazon.com/s?k=let+my+people+go+surfing&hvadid=77653139808411&hvbmt=be&hvdev=c&hvqmt=e&tag=mhob-20&ref=pd_sl_52healp5lc_e

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Grow

https://www.amazon.com/Grow-Ideals-Growth-Greatest-Companies/dp/0307720357/ref=sr_1_1?crd=147GUILB3TDJE&dchild=1&keywords=jim+stengel+grow&qid=1607462902&srefix=grow+stengel%2Caps%2C184&sr=8-1

Clicking

https://www.amazon.com/Clicking-Trends-That-Drive-Business/dp/0887308570/ref=sr_1_1?crd=1HoCM8V8Q8FNT&dchild=1&keywords=clicking+faith+popcorn&qid=1607462936&srefix=clicking+faith%2Caps%2C177&sr=8-1

Work the Pond

https://www.amazon.com/Work-Power-Positive-Networking-Forward/dp/0735204020/ref=sr_1_2?crd=38VFG7VAQTVDI&dchild=1&keywords=work+the+pond&qid=1607462988&srefix=Work+the+pond%2Caps%2C212&sr=8-2

Winning

https://www.amazon.com/Winning-Jack-Welch-Suzy-Welch-audiobook/dp/B0009929HY/ref=sr_1_1?crd=16PRT2SPF71D4&dchild=1&keywords=winning+welch&qid=1607463028&srefix=winning+welch%2Caps%2C196&sr=8-1

Great by Choice

https://www.amazon.com/Great-by-Choice-audiobook/dp/B005UJSl7l/ref=sr_1_1?crd=1H21WlV703GLZ&dchild=1&keywords=great+by+choice+by+jim+collins&qid=1607463066&s=audible&srefix=Great+by+choice%2Caudible%2C246&sr=1-1

Counseling with our Councils

https://www.amazon.com/Counseling-Our-Councils-Learning-Minister/dp/1573452092/ref=pd_s_bs_14_1/137-7536917-9016247?_encoding=UTF8&pd_rd_i=1573452092&pd_rd_r=69ea2a96-f171-40c6-bced-b7da4cc27060&pd_rd_w=qUIV&pd_rd_wg=qPBmi&pf_rd_p=ed1e2146-ecfe-435e-b3b5-d79fa072fd58&pf_rd_r=5TSRMYZ16513BEB8E9CE&psc=1&refRID=5TSRMYZ16513BEB8E9CE

Raving Fans

https://www.amazon.com/Raving-Fans-Revolutionary-Approach-Customer/dp/0688123163/ref=sr_1_1?crd=1BKLTFXHA4XR&dchild=1&keywords=raving+fans+by+ken+blanchard&qid=1607463367&s=books&srefix=raving+fans%2Cstripbooks%2C197&sr=1-1

The Greatest Salesman in the World

https://www.amazon.com/Greatest-Salesman-World-Og-Mandino/dp/055327757X/ref=sr_1_1?crd=3HVV5GTK2OIXQ&dchild=1&keywords=the+greatest+salesman+in+the+world+og+mandino&qid=1607463542&s=books&srefix=The+greatest+salesman+in+the+world%2Cstripbooks%2C213&sr=1-1

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Rich Dad Poor Dad

https://www.amazon.com/Rich-Dad-Poor-Dad-Robert-T-Kiyosaki-audio/dp/Boo8BUHTLE/ref=sr__1_2?crd=3QX9LOEE94MT8&dchild=1&keywords=rich+dad+poor+dad+original+book&qid=1607463613&s=books&sprefix=Rich+dad+poor+dad+%2Cstripbooks%2C218&sr=1-2