



Mobile Library Recommendations

Best Use of Car Time

All of us spend at least some alone time in our Mobile Library – our vehicles. We commute at some point to our offices, to our homes, to appointments, or on a treadmill. Wherever your Mobile Library may be, I would like to offer some of my most recent recommendations to assist in some of the “good stuff” that is out there.

It would make the most sense to want to listen to things that offer direct and applicable learning topics regarding property management in general. To find this, I believe the Australians, through the Leading Property Managers of Australia (LPMA), offer this on a grand scale. LPMA is the Australian equivalent to our NARPM® with a 40-year property management veteran heading that organization named Bob Walters. A lot of the ideas and techniques directly apply to what we do here in the States, although to offer full disclosure, they do talk kind of funny!

Then, of course, there is Amazon. Who does not like Amazon? Where else can you seek out such amazing products to buy and have them delivered in a couple of business days? Amazing!

RECOMMENDED LISTENING:

1. Masterclass 2011 – (www.bobwalters.com.au)

This would have to be the CD that is at the top of my list because I have personally listened to it over a dozen times! The speakers that were put together were the heavy hitters of property management in Australia, and they were drilling down into actual content you can use. I can only stand so many platitudes like “do your best” and “good things come to those who wait.” I have been craving some actual content relevant to our industry and what we do on a daily basis. This CD is just that and is a must listen.

2. BDM Coach, From Park to Top Gear

by Deniz Yusuf – (www.bdmcoach.com.au)

When looking for ways to build up your business through business development, this is a great listen. It comes recorded straight from a conference with live interaction from the audience. At some point, most of us have to go out and win the business in a listing presentation format. This is great advice on best practices for winning the business and earning referrals.

3. 10 Powerful Profit Strategies

by Darren Hunter (www.darrenhunter.com)

In this CD set, one of Australia’s leading property

management speakers dives into what we are all interested in – how to make more money in property management. There is at least one golden nugget in here for anyone who listens!

4. The Compound Effect

by Darren Hardy (www.darrenhardy.com)

As far as overall life motivation and revelations that you can use in your own self-improvement, this is a best seller for a reason. What you will get out of it is further motivation to make your life, your family, and your business the best it can be. I ended up subscribing to more of Darren Hardy’s work with *Success Magazine*. (www.successmagazine.com)

5. Rich Dad Advisors: Buying and Selling a Business

by Garrett Sutton (www.amazon.com)

A lot of what comes out of the *Rich Dad, Poor Dad* series from Robert Kiyosaki is well thought out and worth the time invested to digest it. I would have to attribute the direction of my life changing when I first read his flagship book – *Rich Dad, Poor Dad*. I was an Army Infantry Officer stationed at Fort Benning, Georgia. One of my fellow officers recommend I read this book as a glimpse of the other side. It changed the direction of my life for good as I quickly decided I was more in line with developing the entrepreneurial spirit within me versus what I was doing at the time. In this CD set, you will be exposed to the big picture of buying and selling a business – which we may ALL come across someday in property management. Remember – each home that you manage is considered a business to that home owner!

6. The Slight Edge

by Jeff Olson (www.amazon.com)

An overall great listen which can provide excellent insight as to what your daily life is, and what it could be. Without trying to push this on you for a sale, I will summarize this by saying it is worth getting and listening to several times over. This has also reminded me to put this CD set back into my truck so I can listen to it again!

Be sure to take advantage of all of the time you have in your vehicle, in your office, or while you are on your treadmill to digest and understand information that is out there. Not all of it will apply to you, but it will broaden your understanding of things around you. 📻



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