

MARY RIGGLE LIBRARY- REVISED LIST OF MATERIALS 2007

OUR #	AUTHOR	NAME OF ITEM	DESCRIPTION	CATEGORY
L/S 01	FERRY, MIKE	LISTING AND SELLING FOR HIGHER PRODUCTION 1	6/6 CASSETTES	LIST, SELL
L/S 02	FERRY, MIKE	LISTING AND SELLING FOR HIGHER PRODUCTION 2	6/6 CASSETTES	LIST, SELL
L/S 03	FERRY, MIKE	LISTING AND SELLING FOR HIGHER PRODUCTION 3	6/6 CASSETTES	LIST, SELL
L/S 04				LIST, SELL
L/S 05	DOMER, MIKE	BUYERS	8/8 + BOOK	LIST, SELL
L/S 06	DOMER, MIKE	SELLING	8/8 + BOOK	LIST, SELL
L/S 07	FERRY, MIKE	THE LISTING PRESENTATION	1CASSETTE+1VIDEO+ CARDS	LIST, SELL
L/S 07A	FERRY, MIKE	THE LISTING PRESENTATION	1CASSETTE+1VIDEO+ CARDS	LIST, SELL
L/S 09A	HOPKINS, TOM	MASTERING ART OF LISTING R.E.	8/8 no BOOK	LIST, SELL
L/S 10	JOHNSON + KENNEDY	HOW TO FARM SUCCESSFULLY BY MAIL	SOFT COVER BOOK	LIST, SELL
L/S 12	MITCHELL, BILL	NEW HOME MARKETING PLAN	4/4 CASSETTES+ VIDEO +BOOK	LIST, SELL
L/S 13	C.A.R.	YOUR GUIDE TO CA R.P.A.	1 SOFT-COVER BOOK	LIST, SELL
L/S 14	JOHNSON + KENNEDY	HOW TO FARM SUCCESSFULLY BY MAIL	SOFT COVER BOOK	LIST, SELL
L/S 15	STUMPF, JOE	ADVANCED LISTING & SELLING STRATEGIES	4/4 NO BOOK	LIST, SELL
L/S 16	STUMPF, JOE	POWERFUL TELEPHONE PROSPECTING	4/4 NO BOOK	LIST, SELL
L/S 17	SCHREINER	REAL ESTATE CONTRACTS	SOFT-COVER	LIST, SELL
L/S 18	TRACY, BRIAN	THE ART OF CLOSING SALES	6/6 + BOOKLET	LIST, SELL
L/S 19	JOHNSON + KENNEDY	HOW TO FARM SUCCESSFULLY BY PHONE	SOFT COVER BOOK	LIST, SELL
L/S 20	ALESSANDRA, TONY	NON- MANIPULATIVE SELLING	6/6 CASSETTES	LIST, SELL
L/S 21	BUTCHER, ROGER	ADVANCED TELEPHONE TECHNIQUES	8/8 CASSETTES + BOOKLET	LIST, SELL
L/S 22	DAWSON, ROGER	POWER NEGOTIATING FOR SALESPEOPLE	7/7 CASSETTES	LIST, SELL
L/S 23	BUTCHER, ROGER	ADVANCED TELEPHONE TECHNIQUES	8/8 CASSETTES + BOOKLET	LIST, SELL
L/S 24	HOPKINS, TOM	LOW PROFILE SELLING	6/6 CASSETTES	LIST, SELL
L/S 25	JOHNSON, KERRY	SALES MAGIC	6/6 CASSETTES	LIST, SELL
L/S 26	BUTCHER, ROGER	ADVANCED LISTING TECHNIQUES	8/8 CASSETTES + BOOKLET	LIST, SELL
L/S 27	BUTCHER, ROGER	ADVANCED SELLING TECHNIQUES	8/8 CASSETTES - NO BOOKLET	LIST, SELL
L/S 28	TRACY, BRIAN	THE PSYCHOLOGY OF SELLING	6/6 CASSETTES	LIST, SELL
L/S 29	CAR	THE RESIDENTIAL R. E. TRANSACTION GUIDE	BOOKLET	LIST, SELL
L/S 30	BUTCHER, ROGER	BUYER BROKERING	8/8 CASSETTES + BOOKLET	LIST, SELL
L/S 31	BUTCHER, ROGER	ADVANCED SELLING TECHNIQUES	8/8 + BOOKLET	LIST, SELL
L/S 33	GOMER, DUANE	PROVEN TIME MANAGEMENT TECHNIQUES	8/8 CASSETTES	LIST, SELL
L/S 34	WICKMAN, FLOYD	30 PRINCIPLES AND TECHNIQUES USED BY...	4/4 CASSETTES	LIST, SELL
L/S 35	STEWART, STEVE	50+ WAYS TO DOUBLE YOUR PRODUCTION	6/6 CASSETTES	LIST, SELL
L/S 36	FERRY, MIKE	SELLING HOMES YOURSELF vs A SHOWING AGENT	4/4 CASSETTES	LIST, SELL
L/S 37				LIST, SELL
L/S 38	FERRY, MIKE	LISTING AND SELLING TECHNIQUES FOR ...1	6/6 CASSETTES	LIST, SELL
L/S 39	FERRY, MIKE	LISTING AND SELLING TECHNIQUES FOR ...2	6/6 CASSETTES	LIST, SELL
L/S 40	FERRY, MIKE	LISTING AND SELLING TECHNIQUES FOR ...3	6/6 CASSETTES	LIST, SELL

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L/S 41				LIST, SELL
L/S 42	FERRY, MIKE	RESORT MARKETING	4/4 CASSETTES	LIST, SELL
L/S 43	FERRY, MIKE	BUYER PRODUCTIVITY	4/4 CASSETTES	LIST, SELL
L/S 49	GE SECURITY	SUPRA DISPLAYKEY TRAINING VIDEO	1 CD	LIST, SELL
L/S 50	CLIFTON, DON	PROVEN R.E. TECHNIQUES THAT WORK TODAY	6/6 CASSETTES	LIST, SELL
L/S 51	RICHARD, DAN	R.E. RAINMAKER GUIDE TO ONLINE MARKETING	HARD COVER BOOK	LIST, SELL
L/S 52	LYONS, GAIL	REAL ESTATE SALES HANDBOOK	SOFT COVER BOOK	LIST, SELL
L/S 53	PIVAR, WILLIAM	THE BIG BOOK OF REAL ESTATE ADS	SOFT COVER BOOK	LIST, SELL
L/S 54	RITCHIE, JOHN C. JR.	THE 3 Ps OF NEGOTIATING	SOFT COVER BOOK	LIST, SELL
L/S 55	GROSS, LEROY	MINING THE COLD CALL GOLD	1 VIDEO TAPE	LIST, SELL
L/S 57	GE SECURITY	SUPRA Ekey TRAINING VIDEO	1 CD	LIST, SELL
L/S 63	GALE, JACK	LISTING REAL ESTATE SUCCESSFULLY	BOOK	LIST, SELL
L/S 64	STEWART, PAT	R.E. MARKETING: PAT'S WAY	BOOK	LIST, SELL
L/S 65	BERMAN, DANIEL	HOW TO ORGANIZE,SELL PRO. R.E. CONDOMINIUM	BOOK	LIST, SELL
L/S 66	BLACHMAN, LARRY	BUYING FORECLOSURES	SOFT COVER BOOK	LIST, SELL
L/S 67	BLACHMAN, LARRY	REO/ FORECLOSURES: FIND, LIST,& SELL	SOFT COVER BOOK	LIST, SELL
L/S 68	BLOOD, ERNIE	THE POCKET SELLING & CLOSING GUIDE FOR R.E.	SOFT COVER BOOK	LIST, SELL
L/S 69	DUNCAN, TODD	HIGH TRUST SELLING	BOOK	LIST, SELL
L/S 70	EASTMAN, ROBERT	THE WINNING EDGE IN SELLING	BOOK	LIST, SELL
L/S 71	HOPKINS, TOM	HOW TO MASTER THE ART OF SELLING	SOFT COVER BOOK	LIST, SELL
L/S 72	HOPKINS, TOM	HOW TO MASTER THE ART OF SELLING	BOOK	LIST, SELL
L/S 73	HOPKINS, TOM	HOW TO MASTER THE ART OF LISTING R. E.	SOFT COVER BOOK	LIST, SELL
L/S 74	KENNEDY, DANIELLE	BREAKAWAY	BOOK	LIST, SELL
L/S 75	KENNEDY, DANIELLE	SEVEN FIGURE SELLING	SOFT COVER BOOK	LIST, SELL
L/S 76	PIVAR, WILLIAM	POWER REAL ESTATE SELLING	BOOK	LIST, SELL
L/S 77	STEFANIAK, NORBERT	REAL ESTATE MARKETING	BOOK	LIST, SELL
L/S 78	THOMPSON, P.J.	UP & RUNNING IN REAL ESTATE SALES	SOFT COVER BOOK	LIST, SELL
L/S 79	MCINTYRE, ALICE	ROLE PLAYING: A R.E. TRAINING TOOL	SOFT COVER BOOK	LIST, SELL
L/S 80	ZELLER, DIRK	YOUR 1ST YEAR IN REAL ESTATE	SOFT COVER BOOK	LIST, SELL
L/S 81	TUCCILLO, JOHN	TARGETING THE OVER- 55 CLIENT	SOFT COVER BOOK	LIST, SELL
L/S 82	WIGGINGTON, PETER	THE COMPLETE GUIDE TO PROFITABLE LISTING	BOOK	LIST, SELL
L/S 83	MCCREA, BRIDGET	REAL ESTATE AGENT'S BUSINESS PLANNER	SOFT COVER BOOK	LIST, SELL
L/S 84	MYERS, KEVIN	BUY IT, FIX IT, SELL IT: PROFIT!	SOFT COVER BOOK	LIST, SELL
L/S 85	CAR	2005 SURVEY OF TOP PRODUCERS	BOOKLET	LIST, SELL
L/S 86	S.KENNEDY, D.JOHNSON	2001 WINNING ADS FOR REAL ESTATE	SOFT COVER BOOK	LIST, SELL
L/S 87	CAR	YOUR GUIDE TO THE LISTING PROCESS	BOOKLET	LIST, SELL
L/S 88	NAR	REAL ESTATE ASSISTANTS	BOOKLET	LIST, SELL
L/S 89	WICKMAN, FLOYD	21 CREATIVE TECHNIQUES TO GET YOUR LISTING SOLD	4/ 4 CASSETTES	LIST, SELL
L/S 90	MALONEY, ROY	REAL ESTATE QUICK AND EASY	SOF COVER BOOK	LIST, SELL

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M/C 1	ALESSANDRA, TONY	RELATIONSHIP STRATEGIES	6/6 CASSETTES+ BOOKLET	MOTIVATION,
M/C 2	COOK, FRANK	21 THINGS I WISH MY BROKER HAD TOLD ME	SOFT COVER BOOK	MOTIVATION,
M/C 3	KENNEDY, DANIELLE	THE KENNEDY CLINIC LIVE PART 1	6/6 CASSETTES & BOOKLET	MOTIVATION,
M/C 4	FERRY, MIKE	JUMP STARTING YOUR PRODUCTION	6/6 CASSETTES	MOTIVATION,
M/C 5	FERRY, MIKE	SPOUSE/ AGENT RETREAT	12/12 CASSETTES	MOTIVATION,
M/C 6	HOPKINS, TOM	THE OFFICIAL GUIDE TO SUCCESS #1	6/6 CASSETTES	MOTIVATION,
M/C 7	HOPKINS, TOM	THE OFFICIAL GUIDE TO SUCCESS #1	6/6 CASSETTES	MOTIVATION,
M/C 7A	HOPKINS, TOM	THE OFFICIAL GUIDE TO SUCCESS #1	6/6 CASSETTES	MOTIVATION,
M/C 8	HOPKINS, TOM	THE OFFICIAL GUIDE TO SUCCESS #1	6/6 CASSETTES	MOTIVATION,
M/C 9	JOHNSON, KERRY	THE SCIENCE OF SELF DISCIPLINE	6/6 CASSETTES	MOTIVATION,
M/C 10	LOEHR, JAMES	MENTAL TOUGHNESS TRAINING	6/6 CASSETTES	MOTIVATION,
M/C 11	STONE, ROBERT	THE SILVA METHOD	7/7 CASSETTES	MOTIVATION,
M/C 12	TRACY, BRIAN	MILLION DOLLAR HABITS	6/6 CASSETTES	MOTIVATION,
M/C 13	WAITLEY, DENIS	THE INNER WINNER	6/6 CASSETTES	MOTIVATION,
M/C 14	WAITLEY, DENIS	THE INNER WINNER	6/6 CASSETTES	MOTIVATION,
M/C 15	ZIGLAR, ZIG	COURTSHIP AFTER MARRIAGE	6/6 CASSETTES	MOTIVATION,
M/C 16	HOPKINS, TOM	MASTERING SALES PSYCHOLOGY	6/6 CASSETTES	MOTIVATION,
M/C 17	ZIGLAR, ZIG	RAISING POSITIVE KIDS IN A NEGATIVE WORLD	6/6 CASSETTES	MOTIVATION,
M/C 18	WAITLEY, DENIS	THE PHYCHOLOGY OF WINNING	6/6 CASSETTES	MOTIVATION,
M/C 19	TRACY, BRIAN	THE PHYCHOLOGY OF SUCCESS	6/6 CASSETTES	MOTIVATION,
M/C 20	CROSS, CARLOS	ON TRACK TO SUCCESS IN 30 DAYS	SOFT COVER BOOK	MOTIVATION,
M/C 21	MURPHY, SHAWN	BECOMING A R.E. PROFESSIONAL	4/4 CASSETTES	MOTIVATION,
M/C 22	FERRY, MIKE	2002 SUPERSTAR SALES RETREAT	16/16 CASSETTES	MOTIVATION,
M/C 23	FLINT, RICHARD	A DAY AT THE ZOO	5/5/ CASSETTES	MOTIVATION,
M/C 24	FLINT, RICHARD	TURNING OBSTACLES INTO OPPORTUNITIES	4/4 CASSETTES	MOTIVATION,
M/C 25	LESKO, MATTHEW	FREE MONEY TO CHANGE YOUR LIFE	6/6 CASSETTES	MOTIVATION,
M/C 26	COX, DANNY	HIGH ACHIEVEMENT HERE AND NOW	4/4 CASSETTES	MOTIVATION,
M/C 27	DAVIES, BOB	HOW TO OVERCOME PROCRASTINATION	3/3 CASSETTES	MOTIVATION,
M/C 27B	FLINT, RICHARD	JOIN THE CELEBRATION	1/1 VIDEO TAPE	MOTIVATION,
M/C 27C	SABBAG, ALLEN	VISION 2000 TAPE ONE	1/1 VIDEO TAPE	MOTIVATION,
M/C 27D	YOUNG, MALCOLM	VISION 2000 TAPE TWO	1/1 VIDEO TAPE	MOTIVATION,
M/C 27E	SHERRY, JIM	VISION 2000 TAPE THREE	1/1 VIDEO TAPE	MOTIVATION,
M/C 27F	CALABRESE, DENIS	VISION 2000 TAPE FOUR	1/1 VIDEO TAPE	MOTIVATION,
M/C 27G	INMAN, BRAD	VISION 2000 TAPE FIVE	1/1 VIDEO TAPE	MOTIVATION,
M/C 27H	STEPHENS, GEORGE	VISION 2000 TAPE SIX	1/1 VIDEO TAPE	MOTIVATION,
M/C 28	DAVIS, DARRYL	HOW TO BECOME A POWER AGENT IN REAL ESTATE	BOOK	MOTIVATION,
M/C 29	RESNICK, JUDY	I'VE BEEN RICH, I'VE BEEN POOR, RICH IS BETTER	2/2 CASSETTES	MOTIVATION,
M/C 30	ROBBINS, ANTHONY	INTRODUCTION TO PERSONAL POWER	4/4 CASSETTES + BOOKLET	MOTIVATION,
M/C 31	HILL, NAPOLEON	THINK & GROW RICH	2/2 CASSETTES	MOTIVATION,
M/C 31A	MANDINO, OG	THE GREATEST SALESMAN IN THE WORLD	SOFT COVER BOOK	MOTIVATION,

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M/C 31B	FISHER, ROGER	ELEMENTS OF NEGOTIATION	1/1 CASSETTE	MOTIVATION,
M/C 32A	ROHN, JIM	THE ART OF EXCEPTIONAL LIVING	6/6 CDS	MOTIVATION,
M/C 32B	ROHN, JIM	THE DAY THAT TURNS YOUR LIFE AROUND	6/6 CDS	MOTIVATION,
M/C 32C	JOHNSON, SPENCER	THE ONE MINUTE SALES PERSON	1/1 CD	MOTIVATION,
M/C 32D	ROBBINS, ANTHONY	UNLIMITED POWER	1/1 CD	MOTIVATION,
M/C 32E	HILL, NAPOLEON	THINK & GROW RICH	11/11 CDS	MOTIVATION,
M/C 33	HANKS, KURT	UP YOUR PRODUCTIVITY	SOFT COVER BOOK	MOTIVATION,
M/C 34	HAYNES, MARION	PERSONAL TIME MANAGEMENT	SOFT COVER BOOK	MOTIVATION,
M/C 35	ANDREWS, ANDY	STORMS OF PERFECTION	SOFT COVER BOOK	MOTIVATION,
M/C 36	ROHN, JIM	LEADING AN INSPIRED LIFE	BOOK	MOTIVATION,
M/C 37	HANSEN, MARK VICTOR	THE ONE MINUTE MILLIONAIRE	BOOK	MOTIVATION,
M/C 38	NASH, MARK	STARTING & SUCCEEDING IN REAL ESTATE	BOOK	MOTIVATION,
M/C 38A	DOOLEY, TOM	REAL ESTATE CONFRONTS REALITY	BOOK	MOTIVATION,
M/C 38B	BRECKENRIDGE, KARL	FAST START IN REAL ESTATE	BOOK	MOTIVATION,
M/C 39	ZANDER, ROSAMUND	THE ART OF POSSIBILITY	BOOK	MOTIVATION,
M/C 39A	VANCE, MIKE	THINK OUT OF THE BOX	BOOK	MOTIVATION,
M/C 39B	VANCE, MIKE	BREAK OUT OF THE BOX	BOOK	MOTIVATION,
M/C 40	MAGGIO, ROSALIE	HOW TO SAY IT	SOFT COVERBOOK	MOTIVATION,
M/C 41	GROSSMAN, LEIGH R.	CLOSING THE DEAL	SOFT COVER BOOK	MOTIVATION,
M/C 42	JOHNSON, SPENCER	WHO MOVED MY CHEESE	SOFT COVER BOOK	MOTIVATION,
M/C 43	WICKMAN, FLOYD	SUCCESSFUL STRATEGIES FOR R.E. AGENTS	BOOK	MOTIVATION,
M/C 44	FLINT, RICHARD	BREAKING FREE	SOFT COVER BOOK	MOTIVATION,
M/C 45	SCHMERTZ, HERB	GOOD-BYE TO THE LOW PROFILE	BOOK	MOTIVATION,
M/C 46	LUNDIN, STEPHEN	FISH	BOOK	MOTIVATION,
M/C 47	BLANCHARD, KEN	THE ONE MINUTE APOLOGY	BOOK	MOTIVATION,
M/C 48	BUTWIN, ROBERT	NETWORK MARKETING	SOFT COVER BOOK	MOTIVATION,
M/C 49	FLINT, RICHARD	THE REALITY OF STRESS	SOFT COVER BOOK	MOTIVATION,
M/C 50	ZIDE, NELSON	HOW TO HAVE A SUCCESSFUL R.E. BUSINESS	SOFT COVER BOOK	MOTIVATION,
M/C 51	SCHIFFMAN, STEPHAN	25 SALES HABITS OF HIGHLY SUCCESSFUL PEOPLE	SOFT COVER BOOK	MOTIVATION,
M/C 52	CARLSON, RICHARD	DON'T SWEAT THE SMALL STUFF ABOUT MONEY	SOFT COVER BOOK	MOTIVATION,
M/C 53	CLASON, GEORGE	THE RICHEST MAN IN BABYLON	SOFT COVER BOOK	MOTIVATION,
M/C 54	MANDINO, OG	THE GREATEST SALESMAN IN THE WORLD	SOFT COVER BOOK	MOTIVATION,
M/C 55	FERRY, MIKE	BUILDING A BETTER YOU	4/4 CASSETTES	MOTIVATION,
M/C 56	WICKMAN, FLOYD	30 TECHNIQUES USED BY MILLION DOLLAR PRODUCERS	4/4 CASSETTES	MOTIVATION,
M/C 57	FERRY, MIKE	BUSINESS PLANNING SYSTEM	16/16 CASSETTES	MOTIVATION,
M/C 58	CABRERA, JIMMY	WHAT'S IN YOUR BACKPACK?	SOFT COVER BOOK	MOTIVATION,
M/C 59	PESTRAK, DEBRA	PLAYING WITH THE BIG BOYS & GIRLS IN R.E.	SOFT COVER BOOK	MOTIVATION,
M/C 60	DANKO, STANLEY	THE MILLIONAIRE NEXT DOOR	SOFT COVER BOOK	MOTIVATION,
M/C 61	ZELLER, DIRK	YOUR 1ST YEAR IN REAL ESTATE	SOFT COVER BOOK	MOTIVATION,
M/C 62	SCHALLER, MARCUS	THE LEAD LADDER	1/1 CD (GOOD)	MOTIVATION,

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M/C 63	SILLS, JUDITH	THE COMFORT TRAP	HARD COVER BOOK	MOTIVATION,
M/C 64	SMART, DOUG	SELL SMARTER, FASTER & EASIER	HARD COVER BOOK	MOTIVATION,
M/C 65	JOHNSON, JOHNNIE	SAYS WHO ?	HARD COVER BOOK	MOTIVATION,
M/C 66	ELDRED, GARY	REAL ESTATE GOLDMINE	3/3 AUDIO CDS 1/1 CDROM	MOTIVATION,
M/C 67	BUCKINGHAM, MARCUS	THE ONE THING YOU NEED TO KNOW	4/4 AUDIO CDS	MOTIVATION,
M/C 68	BUFFINI, BRIAN	OH, BY THE WAY.....	HARD COVER BOOK	MOTIVATION,
M/C 69	AXELROD, ALEX	OFFICE SUPERMAN	HARD COVER BOOK	MOTIVATION,
M/C 70	LYLE SUSSMAN	LOST & FOUND	HARD COVER BOOK	MOTIVATION,
M/C 71	BLY, ROBERT	THE LEAD GENERATION HANDBOOK	HARD COVER BOOK	MOTIVATION,
M/C 72	MULHEARN, BRUCE	HUNGER, HUNCHES, & HUSTLE	HARD COVER BOOK	MOTIVATION,
M/C 73	HERD, ROBERT	HOW TO BECOME A MEGA-PRODUCER R.E. AGENT	SOFT COVER BOOK	MOTIVATION,
M/C 74	K. BLANCHARD, J.STONER	FULL STEAM AHEAD!	3/3 CASSETTES	MOTIVATION,
M/C 74A	K. BLANCHARD, J.STONER	FULL STEAM AHEAD!	3/3 CASSETTES	MOTIVATION,
M/C 75	LUNDIN, STEPHEN	FISH!	HARD COVER BOOK	MOTIVATION,
M/C 76	BACH, DAVID	THE FINNISH RICH WORKBOOK	SOFT COVER BOOK	MOTIVATION,
M/C 77	DYER, WAYNE	CHOOSING YOUR OWN GREATNESS	1/1 CASSETTE	MOTIVATION,
M/C 78	SCHALLER, MARCUS	BUILD A LEAD GENERATION MACHINE	2/2 AUDIO CDS & 1 BOOKLET	MOTIVATION,
M/C 79	FREEDMAN, ROBERT	BROKER TO BROKER	HARD COVER BOOK	MOTIVATION,
M/C 80	MERIN, MICHAEL	ATTACK THE MARKET!	SOFT COVER BOOK	MOTIVATION,
M/C 81	MITCHELL, BILL	AFFIRMATIONS: POSITIVE THOUGHT FOR SALES.....	6/6 CASSETTES	MOTIVATION,
M/C 82	TRACY, BRIAN	ADVANCED SELLING STRATEGIES	1/1 CASSETTE	MOTIVATION,
M/C 83	BEDELL, GENE	3 STEPS TO YES	SOFT COVER BOOK	MOTIVATION,
M/C 84	UNKNOWN	3 STEPS TO SOLD	1/1 DVD	MOTIVATION,
M/C 85	CORBETT, MICHAEL	FIND IT, FIX IT, FLIP IT!	SOFT COVER BOOK	MOTIVATION,
M/C 86	PIVAR, WILLIAM & CORINNE	POWERFUL REAL ESTATE LETTERS	SOFT COVER BOOK	MOTIVATION,
M/ C 87	BELL, DERRICK	ETHICAL AMBITION	SOF COVER BOOK	MOTIVATION,
M/ C 88	MCKINNY, FRANK	MAKE IT BIG 49 SECRETS FOR EXTREME SUCCESS	HARD COVER BOOK	MOTIVATION,
C/ 01	BOWMAN, JOHN	HOW TO SUCCEED IN COMMERCIAL REAL ESTATE	SOFT COVER BOOK	MOTIVATION,
C/I 02	MASTERS, NICHOLAS	HOW TO MAKE MONEY IN COMMERCIAL R.E.	BOOK	MOTIVATION,
C/I 03	ZANKEL, MARTIN	NEGOTIATING COMMERCIAL REAL ESTATE LEASES	BOOK	MOTIVATION,
C/I 04	LIPSEY, MIKE& ANDERSON, J	HOW TO BUY,SELL&LEASE COMMERCIAL R.E.	8/8 CASSETTES	MOTIVATION,
C/ 05	LIPSEY, MIKE& ANDERSON, J	MASTERING THE NEGOTIATION PROCESS	6/6 CASSETTES	MOTIVATION,
C/I 23				MOTIVATION,
C/I 24	C.A.R.	INTRO TO COMMERCIAL INVESTMENT PROPERTY	2/2 CASSETTES	MOTIVATION,
AP 01	BETTS, RICHARD	BASIC REAL ESTATE APPRAISAL	BOOK	APPRAISAL
AP 02	BETTS, RICHARD	BASIC REAL ESTATE APPRAISAL	BOOK	APPRAISAL
AP 03	VENTOLO + WILLIAMS	FUNDAMENTALS OF R.E. APPRAISAL	SOFT COVER BOOK	APPRAISAL
AP 10	WILLIAMS, MARTHA	HOW TO USE THE UNIFORM RESIDENTIAL AP. REP.	SOFT COVER BOOK	APPRAISAL
AP 11	FISHER, JEFFREY	THE LANGUAGE OF REAL ESTATE APPRAISAL	SOFT COVER BOOK	APPRAISAL

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A/E 01	REILLY, JOHN	AGENCY RELATIONSHIP IN REAL ESTATE 2ND ED.	SOFT COVER BOOK	AGENCY, ETHICS
A/E 02	REILLY, JOHN	AGENCY RELATIONSHIP IN REAL ESTATE 2ND ED.	SOFT COVER BOOK	AGENCY, ETHICS
A/E 03	LYONS, GAIL	BUYER AGENCY	SOFT COVER BOOK	AGENCY, ETHICS
A/E 3A	LYONS, GAIL	BUYER AGENCY	SOFT COVER BOOK	AGENCY, ETHICS
A/E 04	N.A.R.	FAIR HOUSING FOR ALL	SOFT COVER BOOK	AGENCY, ETHICS
A/E 05	REILLY, JOHN	AGENCY DISCLOSURE	SOFT COVER BOOK	AGENCY, ETHICS
A/E 06	MCKENNEY, JAMES	STANDARD OF CARE	SOFT COVER BOOK	AGENCY, ETHICS
A/E 07	H.U.D.	DISCRIMINATION IN METRO HOUSING MARKET1	SOFT COVER BOOK	AGENCY, ETHICS
A/E 08	H.U.D.	DISCRIMINATION IN METRO HOUSING MARKET2	SOFT COVER BOOK	AGENCY, ETHICS
A/E 09	H.U.D.	DISCRIMINATION IN METRO HOUSING MARKET3	SOFT COVER BOOK	AGENCY, ETHICS
A/E 10	BLANK, RENEE	VOICES OF DIVERSITY	BOOK	AGENCY, ETHICS
A/E 11	PIVAR, WILLIAM		SOFT COVER BOOK	AGENCY, ETHICS
A/E 12	WEST, BILL	STREET TALK IN REAL ESTATE	SOFT COVER BOOK	AGENCY, ETHICS
A/E 13	HALL, PRENTICE	DICTIONARY OF REAL ESTATE	SOFT COVER BOOK	AGENCY, ETHICS
A/E 14	N.A.R.	PASSWORDS AND PREJUDICE	SOFT COVER BOOK	AGENCY, ETHICS
A/E 15	NATIONAL RESEARCH	MEASURING HOUSING DISCRIMINATION	SOFT COVER BOOK	AGENCY, ETHICS
A/E 16	LYONS & HARLAN	BUYER AGENCY	SOFT COVER BOOK	AGENCY, ETHICS
A/E 17				
A/E 23				AGENCY, ETHICS
A/E 24				AGENCY, ETHICS
A/E 25	R.E. EDUC. CO.	AGENCY RELATIONSHIPS	1 VIDEO TAPE	AGENCY, ETHICS
A/E 26	R.E. EDUC. CO.	INTERESTS IN REAL ESTATE	1 VIDEO TAPE	AGENCY, ETHICS
A/E 27	R.E. EDUC. CO.	FORMS OF OWNERSHIP	1 VIDEO TAPE	AGENCY, ETHICS
A/E 28				AGENCY, ETHICS
A/E 29				AGENCY, ETHICS
A/E 30	C.A.R.	R.E. BROKERAGE LIABILITY PREVENTION	2/2 CASSETTES	AGENCY, ETHICS
A/E 31	C.A.R.	COMPLIANCE W. CA AGENCY DISCLOSURE LAWS	2/2 CASSETTES	AGENCY, ETHICS
A/E 32	C.A.R.	MEDIATION & ARBITRATION OF R.E. DISPUTES	1/1 CASSETTE	AGENCY, ETHICS
A/E 33	C.A.R.	PROFESSIONAL BUSINESS PRACTICES IN R.E.	1/1 CASSETTE	AGENCY, ETHICS
A/E 34				AGENCY, ETHICS
F 01	SMITH, DAVE	CREATIVE FINANCING TECHNIQUES	8/8 CASSETTES + BOOKLET	FINANCE
F 02	DEL DOTTO, DAVE	CASH FLOW EXPO LIBRARY	16/ 16 CASSETTES	FINANCE
F 10	TEMPLE, DOUGLAS	REAL ESTATE FINANCE IN CALIFORNIA	BOOK	FINANCE
F 11	LUSH, MINNIE	CALIFORNIA REAL ESTATE FINANCE	SOFT COVER BOOK	FINANCE
F 12	SIROTA, DAVID	ESSENTIALS OF REAL ESTATE FINANCE	SOFT COVER BOOK	FINANCE
F 12A	SIROTA, DAVID	ESSENTIALS OF REAL ESTATE FINANCE	SOFT COVER BOOK	FINANCE
F 12B	SIROTA, DAVID	ESSENTIALS OF REAL ESTATE FINANCE 9TH ED	SOFT COVER BOOK	FINANCE
F 13	KAMADIA, AMEEN	SO YOU WANT TO BE A MORTGAGE BROKER	SOFT COVER BOOK	FINANCE
				FINANCE

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F 14	STEINMETZ, THOMAS	THE MORTGAGE KIT	SOFT COVER BOOK	FINANCE
F 15	CALHOUN, DAVID	A CONSUMER'S GUIDE TO MORTGAGE LENDING	SOFT COVER BOOK	FINANCE
F 16	LAFAY, BOB	HOME OWNERS' TAX BREAKS	SOFT COVER BOOK	FINANCE
F 17	GREYNOLDS, ELBERT	PRACTICAL REAL ESTATE FINANCIAL ANALYSIS	SOFT COVER BOOK	FINANCE
F 17A	GREYNOLDS, ELBERT	PRACTICAL REAL ESTATE FINANCIAL ANALYSIS	SOFT COVER BOOK	FINANCE
F 18	CANE, EDRIC	THE HP- 12C MADE EASY	SOFT COVER BOOK	FINANCE
F 18A	CANE, EDRIC	THE HP- 12C MADE EASY	SOFT COVER BOOK	FINANCE
F19	ZAX, LEONARD	REAL ESTATE AND THE RTC	SOFT COVER BOOK	FINANCE
F 20	MESSNER, STEPHEN	REAL ESTATE INVESTMENT AND TAXATION	BOOK	FINANCE
F 21	SHENMAN, MARTIN	REAL ESTATE AFTER TAX REFORM	BOOK	FINANCE
F 22	LUSH, MINNIE	CALIFORNIA REAL ESTATE FINANCE	SOFT COVER BOOK	FINANCE
F 23	ROCKWELL PUBLISHING	FINANCING CALIFORNIA REAL ESTATE	SOFT COVER BOOK	FINANCE
F 24	SULLIVAN, MARILYN	THE COMPLETE GUIDE TO EQUITY SHARING	SOFT COVER BOOK	FINANCE
F 25	BULL, DIANA	THE EQUITY SHARING BOOK	SOFT COVER BOOK	FINANCE
F 26	MOEBS, MICHAEL	THE HOME EQUITY SURVIVAL GUIDE	SOFT COVER BOOK	FINANCE
F 27	DENNIS, MARSHALL	RESIDENTIAL MORTGAGE LENDING	BOOK	FINANCE
F 28	ELLISON, GAYLE B.	INSIDE A PROBATE SALE	SOFT COVER BOOK	FINANCE
F 29	FANNIE MAE FOUNDATION	HOUSING POLICY DEBATE	SOFT COVER BOOK	FINANCE
F 30				FINANCE
F 31				FINANCE
F 32	R.E. EDUCATION CO.	REAL ESTATE MATHEMATICS	1 VIDEO TAPE	FINANCE
F 33				FINANCE
F 34				FINANCE
F 35	MILLER, TED	BUILDING YOUR FAMILY'S FINANCIAL STRENGTH	1/1 CASSETTE	FINANCE
F 36	MILLER, TED	BUYING A HOME	1/1 CASSETTE	FINANCE
F 37	BRENNER, LYNN	FINANCIAL ADVISERS	2/2 CASSETTE	FINANCE
F 38	FUHRMAN, JOHN	THE CREDIT DIET	SOFT COVER BOOK	FINANCE
F 39				FINANCE
F 40				FINANCE
IN 01	VENTOLO, WILLIAM	HOME INSPECTION KIT	SOFT COVER BOOK	INSPECTION
IN 02	VENTOLO, WILLIAM	YOUR HOME INSPECTION GUIDE	SOFT COVER BOOK	INSPECTION
IN 03	PENDERGAST, JAMES	RED FLAGS PROPERTY INSPECTION GUIDE	SOFT COVER BOOK	INSPECTION
IN 04	C.A.R.	STRUCTURAL PEST CONTROL HANDBOOK FOR R.E.	SOFT COVER BOOK	INSPECTION
IN 05	N.A.R.	LEAD-BASED PAINT	SOFT COVER BOOK	INSPECTION
IN 06	COOK + REMICK	21 THINGS EVERY HOME INSPECTOR SHOULD KNOW	SOFT COVER BOOK	INSPECTION
IN 07	COOK + REMICK	21 THINGS EVERY HOME INSPECTOR SHOULD KNOW	SOFT COVER BOOK	INSPECTION
IN 08				INSPECTION
IN 09				INSPECTION
IN 10				INSPECTION
IN 11				

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PM 01				
PM 02	C.A.R.	HOW TO MANAGE AN APARTMENT HOUSE	8/8 CASSETTES	PROP MGMT
PM 03	FERRY, MIKE	THE ASSISTANTS SCHOOL	4/4 CASSETTES	PROP MGMT
PM 10	C.A.R.	WORKPLACE INJURY AND ILLNESS PREVENTION	SOFT COVER BOOK	PROP MGMT
PM 11	C.A.R.	A LICENSEE'S GUIDE TO PROPERTY MANAGEMENT	SOFT COVER BOOK	PROP MGMT
PM 12	DECARLO, JOSEPH	PROPERTY MANAGEMENT IN CALIFORNIA	SOFT COVER BOOK	PROP MGMT
PM 13	KYLE, ROBERT	PROPERTY MANAGEMENT 3RD EDITION	SOFT COVER BOOK	PROP MGMT
PM 14	KYLE, ROBERT	PROPERTY MANAGEMENT 4TH EDITION	SOFT COVER BOOK	PROP MGMT
PM 15	KYLE, ROBERT	PROPERTY MANAGEMENT 6TH EDITION	SOFT COVER BOOK	PROP MGMT
PM 16	REYHONS, KEN	STRATEGIC PLANNING FOR THE R.E. MANAGER	SOFT COVER BOOK	PROP MGMT
PM 17	REYNOLDS, MONICA	THE PROFESSIONAL ASSISTANT	SOFT COVER BOOK	PROP MGMT
PM 18	TERRY, EVAN	AMERICANS W. DISABILITIES ACT FACILITY COMPLIANCE	SOFT COVER BOOK	PROP MGMT
PM 19				PROP MGMT
PM 20				PROP MGMT
PM 21				PROP MGMT
PM 22	BATES, DOROTHY	HOW TO RUN A REAL ESTATE OFFICE	BOOK	PROP MGMT
PM 23	BRECKENRIDGE, KARL	FAST START IN PROPERTY MANAGEMENT	BOOK	PROP MGMT
PM 24	I.R.E.M.	MANAGING THE OFFICE BUILDING	BOOK	PROP MGMT
PM 25	PAPPAS, STEPHEN	THE PROPERTY MANAGER'S HANDBOOK	BOOK	PROP MGMT
PM 26	PARKS, DAVID	ENVIRONMENTAL MANAGEMENT FOR R.E. PROS	BOOK	PROP MGMT
PM 27				PROP MGMT
PM 28	MORGENSTERN, JULIE	TIME MANAGEMENT FROM THE INSIDE OUT	SOFT COVER BOOK	PROP MGMT
PM 29	CYR, JOHN	REAL ESTATE BROKERAGE	SOFT COVER BOOK	PROP MGMT
PM 30	EVERED, JAMES	SHIRT- SLEEVES MANAGEMENT	SOFT COVER BOOK	PROP MGMT
PM 31	BLANCHARD, KENNETH	THE ONE MINUTE MANAGER	SOFT COVER BOOK	PROP MGMT
PM 32	GERBER, MICHAEL	THE E MYTH REVISITED	SOFT COVER BOOK	PROP MGMT
PM 33				
PM 40				
PM 41				PROP MGMT
PM 42				PROP MGMT
PM 43				PROP MGMT
PM 44	WINSTON, STEPHANIE	THE ORGANIZED EXECUTIVE	1/1 CASSETTE	PROP MGMT
PM 45				PROP MGMT
PM 46				PROP MGMT
MISC. 1	LAMBERT, MARY	CLEARING THE CLUTTER	SOFT COVER BOOK	MISC.
MISC. 2	TOO, LILLIAN	EASY TO USE FENG SHUI	SOFT COVER BOOK	MISC.
MISC. 3	RICH, JASON	THE EVERYTHING ORGANIZE YOUR HOME BOOK	SOFT COVER BOOK	MISC.
MISC. 4	KRISTON, PAMELA	THE SPIRIT OF GETTING ORGANIZED	SOFT COVER BOOK	MISC.

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MISC. 5	ROHN, JIM	THE TREASURY OF QUOTES	BOOK	MISC.
MISC. 6	HENWOOD, BELINDA	FENG SHUI	BOOK	MISC.
MISC. 7	FREEMAN, MICHAEL	DIGITAL PHOTOGRAPHY	SOFT COVER BOOK	MISC.
MISC. 8	GEROUX, SANDRA	GET THE KNOWLEDGE OUT OF TECHNECHOLY	BOOK	MISC.
MISC. 9	HARRIS, JACK..	ENGLISH- SPANISH R.E. GLOSSARY	SOFT COVER BOOK	MISC.
MISC. 10	TUCCILLO & SHERRY	CLICK & CLOSE	SOFT COVER BOOK	MISC.
MISC. 11	TUCCILLO, JOHN	THE EIGHT NEW RULES OF R.E.	SOFT COVER BOOK	MISC.
MISC. 12	SUNTZU	THE ART OF WAR	HARD COVER BOOK	MISC.
MISC. 13	GRACE, IAN	HUNDREDS OF R. E. CUSTOMER SERVICE IDEAS	HARD COVER BOOK	MISC.
MISC . 14	MCCREA, BRIDGET	THE REAL ESTATE AGENTS FIELD GUIDE	SOFT COVER BOOK	MISC.
MISC. 15	S.KLIEN, J.REILLY,M.BAR.	REAL ESTATE TECHNOLOGY GUIDE	SOFT COVER BOOK	MISC.
MISC. 16	KNOX, DAVID	PRICING YOUR HOME TO SELL	1/1 DVD	MISC.
MISC. 17	S-EATON, PEGGY	THE ART OF STAGING	1/1 DVD AND BOOK	MISC.
MISC . 18	WELSH, AMANDA	THE IDENTITY THEFT PROTECTION GUIDE	SOFT COVER BOOK	MISC.
MISC. 19	BANKS, JAMES	CREATING WEALTH THROUGH PROBATE	SOFT COVER BOOOK	MISC.
MISC. 20	B. DEMPSEY, T. BEITLER	IDIOT'S GUIDE TO BUYING FORECLOSERS	SOFT COVER BOOK	MISC.
MISC. 21	RIDER, STUART	IDIOT'S GUIDE TO INVESTING IN FIXER-UPPERS	SOFT COVER BOOK	MISC.
MISC. 22	WEST, THOMAS	THE COMPLETE GUIDE TO BUSINESS BROKERAGE	SOFT COVER BOOK	MISC.
MISC. 23	CROSS, CARLA	REAL ESTATE AGENT'S BUSINESS PLANNING GUIDE	SOFT COVER BOOK	MISC.
MISC. 24	ALLEN, ROGER	WINNIE-THE-POOH ON MANAGEMENT	HARD COVER BOOK	MISC.
MISC 25	TRACY, BRIAN	THE FAST TRACK TO BUSINESS SUCCESS	6/6 CASSETTES	MISC.
MISC 26	CONTI, P & FINKEL, D	HOW TO CREATE MULTIPLE STREAMS OF INCOME	BOOK	MISC.
MISC 26A	CONTI, P & FINKEL, D	HOW TO CREATE MULTIPLE STREAMS OF INCOME	BOOK	MISC.