

Top Ten Knowledge Builders for 2017

Workout more than your arms and thighs this New Year. Resolve to build up your business skills and real estate knowledge with these top books, podcasts, webinars and more.

1. **[PODCAST: The Takeaway with Nobu Hata](#)**

Real estate pros give tried and successful business building tips from the field in fifteen-minute podcasts. [Five podcasts are ready to you to hear now.](#)

2. **[Webinar Wednesdays: Free Webinars from Real Estate Technology Institute](#)**

A new topic on sales, listings, social media, productivity apps and more every Wednesday – free when you watch live.

3. **[D.A.N.G.E.R. Report](#)**

An analysis of the most significant risks and dangers with potential impact for your real estate business. [Download for free here.](#)

4. **[REALTORS® Property Resource \(RPR\) Video Learning Center](#)**

From basic to advanced, tap into over 15 self-paced videos to get the most from RPR's property data and reporting tools.

5. **[Nerd-Know How: The 27+ Best Apps for Work and How to Use 'Em! by Beth Ziesenis](#)**

Practical, humor-filled how-to's for today's best apps.

6. **[House Talk Online Discussion Board](#)**

Get advice; give advice. An online forum on Realtor.com for agents, homeowners, and investors to discuss all things house related.

7. **[Politics and REALTOR® Issue Updates on YouTube](#)**

Stay informed on politics and a variety of real estate issues on the REALTOR® Action Center [YouTube Channel](#).

8. **[Never Split the Difference: Negotiating As If Your Life Depended On It](#) by Chris Voss**

Former Kansas City policeman and FBI hostage negotiator gives a field-tested approach to high-stakes negotiations.

9. **[Keeping it REAL on Location](#)**

Real estate pros share ideas twice of month on Google Hangouts. [Subscribe for alerts or watch past episodes here.](#)

10. **[Know What's Trending Through NAR Research Reports](#)**

Get insight into what people are buying and selling and why with [NAR's 2016 Profile of Home Buyers and Sellers](#). Find out what smart home tech buyers are

looking for, and what brands they are familiar with in the [Smart Homes and REALTORS® report](#).

11. **[The Conversion Code: Capture Internet Leads, Create Quality Appointments, Close More Sales by Chris Smith](#)**

A REALTOR® specific and timely book to change your thinking and thrive in today's tech-centric sales environment.