

SELL IT LIKE SERHANT HOW TO SELL MORE EARN MORE A Reference

Sell It Like Serhant: How to Sell More & Earn More

In the competitive world of real estate and sales, mastering the art of selling can dramatically impact your income and career growth. The phrase *"Sell It Like Serhant: How to Sell More & Earn More"* encapsulates the strategies and mindset that elevate sales professionals to new heights. Ryan Serhant, a renowned real estate broker and sales expert, exemplifies how leveraging proven techniques, marketing savvy, and personal branding can lead to increased sales and higher earnings. This guide delves into the core principles of selling like Serhant, providing actionable steps to amplify your sales performance and income potential.

Understanding the Serhant Sales Philosophy

Ryan Serhant's approach to sales centers around authenticity, strategic marketing, relentless pursuit of leads, and exceptional client service. To sell more and earn more, adopting his philosophy involves a combination of mindset shifts, skill development, and operational tactics.

Key Principles of Sell It Like Serhant

- **Build Authentic Relationships:** Trust is the foundation of sales. Serhant emphasizes genuine connections over transactional interactions.
- **Master Your Personal Brand:** Your reputation and visibility directly influence your sales success.
- **Leverage Content and Marketing:** Consistent, high-quality content attracts leads and establishes authority.
- **Focus on Value-Driven Selling:** Understand client needs deeply and offer tailored solutions.
- **Work Relentlessly on Lead Generation:** Never rely solely on referrals; actively pursue new opportunities.
- **Negotiate with Confidence:** Be prepared, know your numbers, and maintain a confident demeanor.

Building a High-Performance Sales Strategy

To sell more and earn more, your approach must be strategic. Here are essential components inspired by Serhant's methods:

1. Develop a Powerful Personal Brand

Your personal brand differentiates you in a crowded marketplace. To create a compelling brand:

- Define Your Unique Selling Proposition (USP): What makes you different?
- Share Your Success Stories: Use testimonials, case studies, and personal achievements.
- Be Consistent Across Platforms: Maintain a professional presence on social media, website, and marketing materials.
- Showcase Expertise: Offer insights, tips, and educational content related to your niche.

2. Master Content Marketing

Content marketing is a powerful tool to attract and nurture leads:

- Create Engaging Video Content: Walkthroughs, market updates, client testimonials.
- Write Informative Articles: Blog posts addressing buyer concerns, market trends, and tips.
- Utilize Social Media: Regular posting on platforms like Instagram, LinkedIn, and Facebook.
- Host Live Events or Webinars: Demonstrate expertise and interact directly with potential clients.

3. Cultivate a Robust Lead Funnel

A consistent flow of leads is crucial:

- Use Digital Advertising: Targeted Facebook, Google Ads, and social media campaigns.
- Engage in Networking: Attend industry events, local gatherings, and online forums.
- Implement Referral Systems: Encourage satisfied clients to refer others.
- Leverage Past Clients: Stay in touch and offer value to encourage repeat business and referrals.

4. Deliver Exceptional Client Service

Serhant's success is partly built on exceeding client expectations:

- Listen Actively: Understand client needs and preferences thoroughly.
- Maintain Transparency: Be honest about market conditions and pricing.
- Be Responsive: Quick replies and proactive updates build trust.
- Follow Up: Keep in touch even after closing deals for future opportunities.

Enhancing Your Sales Skills

Beyond strategy, honing your sales skills is vital to close more deals and increase earnings.

1. Effective Communication

Clear, persuasive communication is essential:

- Master the art of storytelling to make properties or services appealing.
- Ask open-ended questions to understand client motivations.
- Practice active listening to tailor your pitch accordingly.

2. Negotiation Tactics

Confidence in negotiations can significantly impact your earnings:

- Prepare thoroughly: Know your bottom line and client's maximum budget.
- Build rapport first: Establish trust before discussing numbers.
- Use silence strategically: Allow clients to fill pauses, often revealing valuable info.
- Be willing to walk away: Demonstrate that you are not desperate, which can strengthen your position.

3. Overcoming Objections

Handling objections gracefully can turn hesitations into sales:

- Listen fully before responding.
- Empathize with the client's concerns.
- Provide solutions or alternatives that address their issues.
- Reiterate the value and benefits to reinforce the decision.

Optimizing Your Sales Funnel for Maximum Earnings

Maximizing income involves not just closing deals but also increasing the deal size and repeat business.

1. Upselling and Cross-Selling

Identify opportunities to add value:

- Recommend premium features or services.
- Introduce related products or properties.
- Offer ongoing maintenance or property management services.

2. Price Positioning and Negotiation

Strategic pricing can influence your earnings:

- Understand market value thoroughly.
- Set competitive yet profitable prices.
- Negotiate with confidence, emphasizing value rather than just price.

3. Building Long-Term Relationships

Repeat business and referrals are key to sustained income:

- Maintain regular contact with past clients.
- Offer exclusive deals or early access to new listings.
- Provide ongoing value through market updates and personalized advice.

Harnessing the Power of Mindset and Discipline

Your attitude and daily habits can make or break your sales performance.

1. Adopt a Growth Mindset

Believe that your skills and results can improve with effort:

- Seek continuous learning through books, courses, and mentors.
- View setbacks as opportunities to learn.
- Celebrate small wins to stay motivated.

2. Stay Disciplined and Consistent

Success in sales requires daily routines:

- Set clear daily, weekly, and monthly goals.
- Dedicate time to prospecting and follow-ups.
- Track your progress and adjust strategies accordingly.
- Maintain a positive attitude and resilience in the face of rejection.

Conclusion: Implementing the Serhant Method for Greater Success

Selling more and earning more isn't about shortcuts; it's about adopting a mindset and strategies that focus on authenticity, value, and relentless pursuit of excellence. By building your personal brand, mastering content marketing, nurturing client relationships, honing your sales skills, and maintaining discipline, you can emulate Ryan Serhant's success. Remember, the key to "selling it like Serhant" lies in delivering exceptional value, building trust, and continuously refining your approach. Start implementing these principles today, and watch your sales and earnings grow exponentially.

Sell It Like Serhant: How to Sell More, Earn More ? A Complete Guide to Mastering High-Impact Sales Strategies

In today's competitive marketplace, mastering the art of selling is more critical than ever. Whether you're a seasoned real estate agent, an entrepreneur, or a sales professional across any industry, adopting proven techniques can dramatically boost your sales volume and income. That's where "Sell it Like Serhant: How to Sell More, Earn More" comes into play ? a comprehensive approach inspired by the legendary real estate broker and sales expert, Ryan Serhant. This guide dives deep into the core principles, strategies, and mindset shifts necessary to elevate your sales game and unlock higher earning potential.

The Power of Selling Like Serhant

Ryan Serhant has built a reputation as one of the most successful and charismatic real estate agents in the world. His approach to selling combines confidence, authenticity, strategic marketing, and relentless pursuit of excellence. When you learn to sell it like Serhant, you're adopting a winning mindset and set of tactics that empower you to close more deals, serve clients better, and ultimately, earn more.

Understanding the Serhant Selling Philosophy

The Core Principles

Serhant's sales philosophy revolves around several key principles:

- Confidence and Authenticity: Believing in your product and yourself while maintaining genuine interactions.
- Storytelling: Crafting compelling narratives to make your offering memorable.
- Client-Centric Approach: Prioritizing client needs to build trust and loyalty.
- Relentless Follow-Up: Staying persistent without being pushy.
- Brand Building: Establishing a personal or company brand that attracts clients naturally.

The Mindset Shift

To sell more and earn more, you must first elevate your mindset:

- Think like a top producer ? visualize success.
- Embrace rejection as part of the process.
- Stay disciplined and consistent.
- View every interaction as an opportunity, not just a transaction.

How to Implement Sell It Like Serhant Strategies

- Master Your Market and Product Knowledge

Why It Matters

Serhant emphasizes that confidence stems from knowledge. The more you understand your market, the properties, or the services you're selling, the more convincingly you can communicate value.

Action Steps

- Stay updated on market trends and data.
- Know your product or service inside out.
- Prepare answers for common objections.
- Anticipate client questions and concerns.

- Develop a Magnetic Personal Brand

Building Your Brand

Serhant's success is partly due to his compelling personal brand. Building your brand makes you

more attractive to potential clients.

Tips for Branding

- Use professional photos and a consistent visual identity.
- Share success stories and client testimonials.
- Create valuable content (blogs, videos, social media posts).
- Network actively and showcase your expertise.

- Craft Irresistible Listings and Offers

The Power of Presentation

Great marketing attracts clients. Serhant invests heavily in staging, photography, and marketing to make listings stand out.

Strategies

- Use high-quality photos and videos.
- Highlight unique selling points.
- Write compelling descriptions that tell a story.
- Offer incentives or bonuses when appropriate.

- Perfect Your Pitch and Communication Skills

The Art of Persuasion

Serhant emphasizes storytelling and emotional connection over features and facts alone.

Techniques

- Ask insightful questions to understand client needs.
- Use storytelling to paint a picture of the lifestyle or benefits.
- Address objections empathetically.
- Maintain confidence and enthusiasm.

- Build and Nurture Your Network

Why Relationships Matter

Long-term success depends on relationships. Serhant's network is a key driver of referrals and repeat business.

Networking Tips

- Attend industry events and mixers.
 - Stay in touch with past clients.
 - Offer value before asking for business.
 - Collaborate with other professionals (mortgage brokers, attorneys).
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- Follow Up Relentlessly

The Follow-Up Formula

Persistence separates top sellers from the rest. Serhant advocates for a structured follow-up process.

Best Practices

- Schedule regular check-ins.
 - Send personalized messages.
 - Provide updates or new listings.
 - Use multiple channels (email, calls, social media).
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- Use Data and Technology to Your Advantage

Leveraging Tools

Serhant relies on CRM systems, analytics, and marketing automation to streamline and scale his efforts.

Recommendations

- Track leads and interactions.
- Use data to identify hot prospects.
- Automate routine communications.
- Analyze performance to refine strategies.

Strategies to Increase Your Earnings

- Upsell and Cross-Sell

Identify opportunities to offer additional services or higher-value options.

- Price Your Services for Value

Don't undersell yourself. Price according to the value you provide, not just market rates.

- Focus on High-Commission Deals

Prioritize listings and clients that offer higher commissions or long-term partnership potential.

- Expand Your Offerings

Diversify your services ? for example, property management, consulting, or coaching.

- Develop a High-Performance Team

Scaling your efforts through a team can exponentially increase your deal flow and income.

Cultivating the Sell It Like Serhant Mentality

Resilience and Adaptability

Success requires resilience. Serhant faced rejection but kept refining his approach.

Continuous Learning

Stay hungry for knowledge. Study industry leaders, attend seminars, and read widely.

Discipline and Routine

Create daily habits that reinforce your sales objectives.

Embrace Innovation

Be open to new marketing channels, technology, and sales techniques.

Final Thoughts: Your Path to Selling More and Earning More

Selling it like Serhant isn't about gimmicks; it's about adopting a mindset of confidence, relentless effort, and authentic connection. By mastering your craft, building your brand, and focusing on client needs, you set yourself up for consistent success and higher earnings.

Remember, the most successful salespeople aren't just excellent closers—they're excellent storytellers, relationship builders, and strategic thinkers. Start implementing these principles today, and watch your sales soar.

Key Takeaways:

- Know your market and product thoroughly.
- Build a compelling personal brand.
- Use storytelling to connect emotionally.
- Follow up persistently without being pushy.
- Leverage data and technology.
- Focus on relationships and long-term value.
- Continually learn and adapt to change.

Adopt the Sell It Like Serhant approach, and unlock your full sales potential. Your higher income and success are within reach ? it's time to act!

Question What are the key principles of 'Sell It Like Serhant' to increase sales? The key principles include understanding your client's needs, building genuine relationships, mastering your pitch, leveraging marketing strategies, staying persistent, and continuously improving your skills. **Answer** How can I apply the 'earn more' strategies from Serhant to my real estate business? Focus on high-value listings, upsell additional services, leverage social media for broader reach, optimize your pricing strategy, and develop a strong personal brand to attract premium clients. What are common mistakes to avoid when trying to sell more using Serhant's methods? Avoid neglecting follow-ups, underestimating the importance of relationship-building, overpromising and under-delivering, and ignoring market research. Consistency and authenticity are crucial. How does Serhant recommend

handling objections to close more sales? He suggests empathizing with clients, addressing their concerns honestly, providing solutions rather than excuses, and framing objections as opportunities to demonstrate your expertise and build trust. Can 'Sell It Like Serhant' techniques be adapted for online sales and digital marketing? Absolutely. Techniques like personal branding, engaging storytelling, targeted advertising, and building trust through content marketing align well with digital platforms to boost online sales. What daily habits does Serhant suggest to sell more and earn more? He recommends setting clear goals, practicing effective communication, consistently prospecting new clients, staying informed about market trends, and maintaining a positive, proactive mindset.

Related keywords: real estate sales, sales techniques, selling skills, real estate marketing, negotiation strategies, client management, sales training, real estate success, earning more in sales, sales mindset

TOP WING EARN YOUR WINGS STICKER ACTIVITY BOOK

Top Wing Earn Your Wings Sticker Activity Book is a delightful and engaging activity resource designed for young fans of the popular animated series. With its vibrant illustrations, interactive activities, and an abundance of stickers, this activity book offers hours of entertainment while promoting learning, creativity, and fine motor skills. Whether you're a parent seeking a fun educational tool or a young explorer eager to immerse yourself in the adventures of Top Wing characters, this sticker activity book is an excellent choice.

What Is the Top Wing Earn Your Wings Sticker Activity Book?

The Top Wing Earn Your Wings Sticker Activity Book is a themed activity book based on the beloved children's show Top Wing, which follows a group of young birds training to become top pilots. The book combines storytelling, puzzles, coloring pages, and sticker activities to engage children in a playful learning experience. Its primary goal is to foster skills such as problem-solving, fine motor coordination, and creativity, all while encouraging children to embrace the show's positive messages about teamwork, perseverance, and friendship.

Key Features of the Activity Book

- Engaging Storylines and Themes

The activity book features stories inspired by episodes of Top Wing, allowing children to immerse

themselves in the world of Big Swirl Island. These stories often involve missions, adventures, and character-building challenges that encourage kids to think critically and empathize with the characters.

- Rich Sticker Activities

One of the standout features is the extensive collection of stickers included with the book. These stickers are designed to be placed on designated scenes or pages, enhancing the interactive experience. Kids can complete scenes, decorate pages, or create their own stories with these stickers.

- Variety of Activities

The activity book offers a diverse range of activities, including:

- Puzzles such as mazes, crosswords, and spot-the-difference games
- Coloring pages featuring favorite characters like Swift, Penny, Rod, and Wings
- Connect-the-dots and matching games
- Drawing prompts encouraging children to create their own scenes or designs

- Educational Benefits

Beyond entertainment, the activity book aims to develop:

- Fine motor skills through sticker placement and drawing
- Cognitive skills via puzzles and problem-solving tasks
- Language skills through storytelling and reading exercises
- Creativity through coloring and drawing activities

Why Choose the Top Wing Earn Your Wings Sticker Activity Book?

Promotes Learning Through Play

This activity book seamlessly blends fun with educational content. Children learn about concepts such as geography (by exploring locations on Big Swirl Island), teamwork, and perseverance?all woven into the storylines and activities.

Encourages Creativity and Imagination

With coloring pages and drawing prompts, children can express their creativity. The stickers also inspire storytelling and scene creation, allowing kids to invent their own adventures.

Enhances Fine Motor Skills

Handling stickers, coloring within lines, and completing puzzles help develop fine motor coordination, essential for writing and other daily activities.

Suitable for a Wide Age Range

While primarily designed for preschool and early elementary children (ages 3-7), the activities can be enjoyed by slightly older children, making it a versatile gift or educational tool.

Durable and Child-Friendly Design

Manufactured with high-quality materials, the activity book and stickers are designed to withstand enthusiastic use by energetic children.

How to Maximize the Benefits of the Activity Book

Set Up a Creative Play Area

Create a dedicated space where children can comfortably work on their activities. Keep supplies like crayons, markers, and extra stickers handy.

Encourage Storytelling

Use the characters and scenes as prompts for storytelling. Ask children to narrate their own adventures based on the scenes they create.

Incorporate Educational Themes

Discuss themes from the stories or activities, such as teamwork or problem-solving, to reinforce positive messages.

Use the Book as a Reward

The activity book can be a fun reward after completing chores or homework, motivating children to participate actively.

Where to Purchase the Top Wing Earn Your Wings Sticker Activity Book

The activity book is widely available at major retailers, including:

- Amazon
- Target
- Walmart
- Books-a-Million
- Local bookstores

It can also be purchased through online educational stores or directly from the publisher's website.

Tips for Parents and Guardians

Choose Age-Appropriate Activities

Ensure the activities match the child's age and skill level to prevent frustration and promote confidence.

Supervise Sticker Use

Help younger children handle stickers to avoid accidental ingestion or loss of stickers.

Incorporate Into Learning Routines

Use the activity book as part of regular reading or learning time to build consistency and foster a love for educational play.

Complement With Other Educational Resources

Pair the activity book with related books, videos, or educational toys to reinforce learning themes.

Final Thoughts on the Top Wing Earn Your Wings Sticker Activity Book

The Top Wing Earn Your Wings Sticker Activity Book is more than just a collection of fun activities; it's an educational tool that nurtures creativity, problem-solving, and social-emotional skills in young children. Its engaging stories and colorful stickers captivate children's attention, making learning an enjoyable adventure. Whether used at home, in preschool settings, or as a gift for young fans, this activity book is a valuable resource that combines entertainment with developmental benefits.

Investing in this activity book means providing children with a chance to explore their imaginations, develop essential skills, and immerse themselves in the positive, adventurous world of Top Wing. It's an excellent choice for parents and caregivers looking to foster a love of learning through play.

Additional Resources

- Top Wing TV Series Episodes and Clips
- Educational Apps Inspired by Top Wing
- Printable Coloring Pages and Puzzles
- Other themed activity books for children

By incorporating the Top Wing Earn Your Wings Sticker Activity Book into children's playtime, you're giving them a fun and constructive way to learn, grow, and soar to new heights like their favorite bird pilots!

Top Wing Earn Your Wings Sticker Activity Book has quickly become a favorite among young fans of the popular animated series, offering an engaging blend of storytelling, coloring, and interactive activities. This sticker activity book not only entertains children but also encourages their creativity, fine motor skills, and problem-solving abilities. In this comprehensive guide, we'll explore what makes the Top Wing Earn Your Wings Sticker Activity Book a must-have for fans, detailing its features, benefits, and how to maximize its educational and entertainment value.

Introduction to the Top Wing Earn Your Wings Sticker Activity Book

The Top Wing Earn Your Wings Sticker Activity Book immerses children in the adventurous world of the high-flying cadets from the Top Wing academy. This activity book is designed to resonate with preschoolers and early elementary students, combining colorful illustrations with interactive tasks that keep young readers engaged for hours.

The book's core appeal lies in its rich assortment of sticker activities, which are aligned with the themes of teamwork, bravery, and friendship prevalent in the TV series. Beyond simple fun, this activity book supports developmental milestones such as hand-eye coordination, color recognition, and storytelling skills.

Key Features of the Top Wing Earn Your Wings Sticker Activity Book

- Themed Sticker Activities

The heart of the Top Wing Earn Your Wings Sticker Activity Book is its extensive collection of

sticker-based activities. These include:

- Matching Games: Match stickers of characters with their corresponding tools or vehicles.
- Scene Creation: Decorate scenes featuring the Top Wing team with stickers to complete adventures.
- Puzzle Activities: Complete pictures or scenes by placing stickers correctly.
- Storytelling Prompts: Use stickers to illustrate stories or solve problems within the narrative.

- Vibrant Illustrations and Character Recognition

The book features vibrant, high-quality illustrations of the main characters?Swift, Penny, Rod, and Brody?alongside supporting characters and vehicles such as the airplane and boat. This visual richness helps children develop their recognition skills and deepen their connection to the characters.

- Educational Content

While primarily designed for fun, the activity book also incorporates educational elements:

- Coloring Pages: Encourage creativity and improve fine motor skills.
- Counting and Sorting: Some activities involve counting stickers or sorting by color or shape.
- Vocabulary Building: Short prompts and labels help expand young children?s vocabulary related to adventure, navigation, and teamwork.

- Durable and Child-Friendly Design

The book is constructed with sturdy pages and high-quality stickers that adhere well but are also easy to peel off without tearing. Its size is portable, making it suitable for travel or on-the-go entertainment.

Benefits of Using the Top Wing Earn Your Wings Sticker Activity Book

Enhancing Fine Motor Skills

Manipulating stickers requires precision and control, which helps children refine their finger dexterity and hand-eye coordination.

Stimulating Creativity and Imagination

Children can create their own scenes and stories, fostering imaginative thinking and narrative skills.

Reinforcing Educational Concepts

Activities like counting, matching, and storytelling reinforce core early childhood education concepts in a fun, interactive way.

Promoting Focus and Concentration

Completing sticker scenes or puzzles requires attention to detail and patience, building concentration skills.

Encouraging Social and Emotional Development

Activities that involve teamwork themes mirror real-life social skills like cooperation, sharing, and empathy.

How to Use the Top Wing Earn Your Wings Sticker Activity Book Effectively

- Set Up a Creative Workspace

Find a well-lit, comfortable area free from distractions. Keep a stash of extra stickers and coloring supplies nearby to encourage extended engagement.

- Incorporate Themed Activities into Learning

Align activities with lessons or themes from the TV series. For example, after watching an episode about teamwork, encourage children to complete related sticker scenes.

- Use as a Reward or Calm-Down Tool

The activity book can serve as a positive reinforcement for good behavior or as a calming activity during busy days.

- Encourage Storytelling and Sharing

Invite children to narrate stories based on the scenes they create, fostering language development and confidence.

- Limit Screen Time with Interactive Play

While digital entertainment is prevalent, this activity book offers a screen-free alternative that still captures children's interest and educational needs.

Tips for Parents and Educators

- Introduce the Book with Excitement: Share your enthusiasm about the characters and activities to motivate children.
- Personalize Activities: Encourage children to add their own drawings or notes to the scenes.
- Create Themed Challenges: For example, challenge children to complete all sticker scenes in a set time or to invent their own stories.
- Combine with Other Learning Tools: Use the activity book alongside books about aviation, teamwork, or adventure to deepen understanding.
- Encourage Sharing: Have children show their completed scenes to friends or family, fostering communication skills.

Variations and Complementary Products

To enhance the experience, consider pairing the Top Wing Earn Your Wings Sticker Activity Book with:

- Top Wing Coloring Books: For extended coloring fun.
- Top Wing Plush Toys: To bring characters to life physically.
- Educational Kits: That include puzzles, games, and craft activities centered around aviation or adventure themes.
- Digital Apps or Videos: To complement the activities with multimedia content.

Final Thoughts: Is the Top Wing Earn Your Wings Sticker Activity Book Worth It?

In conclusion, the Top Wing Earn Your Wings Sticker Activity Book is more than just a collection of fun activities; it is a versatile educational tool that combines entertainment with developmental benefits. Its engaging sticker activities, beautiful illustrations, and thematic focus make it ideal for young fans of the series and parents or educators seeking enriching, screen-free options for creative play. Whether used during travel, as a reward, or as part of a structured learning plan, this

activity book offers endless hours of adventure and learning.

Investing in this activity book means providing children with a joyful way to develop key skills while immersing them in the exciting world of Top Wing. So, if you're looking to foster creativity, promote learning, and delight young explorers, the Top Wing Earn Your Wings Sticker Activity Book is undoubtedly a top choice.

QuestionAnswer What is the 'Top Wing Earn Your Wings Sticker Activity Book'? It is an engaging activity book featuring characters from the Top Wing series, designed to help children earn stickers by completing fun puzzles and activities. What skills does the 'Earn Your Wings' sticker activity book promote? The book promotes skills such as problem-solving, fine motor skills, color recognition, and social-emotional learning through interactive activities and sticker challenges. Is the 'Top Wing Earn Your Wings Sticker Activity Book' suitable for all ages? It is typically designed for children ages 3 to 6, making it perfect for preschoolers and early elementary students interested in the Top Wing characters. Where can I purchase the 'Top Wing Earn Your Wings Sticker Activity Book'? You can find it at major retailers like Amazon, Walmart, Target, or in local bookstores, as well as on online educational and toy store websites. Are there digital versions of the 'Earn Your Wings' sticker activity book available? Currently, the physical sticker activity book is most common, but some digital versions or printable activities may be available through educational resources or the official Top Wing website.

Related keywords: top wing, earn your wings, sticker activity book, children's activity book, Top Wing stickers, kids activity book, flying adventure book, educational kids book, Top Wing merchandise, airplane sticker activity

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