

# Recommended Reading/Listening List

## LEADERSHIP

- Becoming a Person of Influence – John C. Maxwell & Jim Dornan
- The One Minute Manager – Kenneth Blanchard, Ph.D. & Spencer Johnson, M.D.
- Good to Great – Jim Collins

## SALES/DIRECT SALES

- You Can't Teach a Kid to Ride a Bike at a Seminar – David H. Sandler
- The Greatest Networker in the World – John Milton Fogg
- Conversations with the - Greatest Networker in the World – John Milton Fogg
- The New Professionals – Dr. Charles King
- The Greatest Salesman in the World – Og Mandino
- Tickled Pink – Kim Duke

## PERSONAL DEVELOPMENT

- The Four Agreements – Don Miguel Ruiz
- 9 Things You Simply Must Do – Dr. Henry Cloud
- Boundaries – Dr. Henry Cloud
- Life Makeovers – Cheryl Richardson
- As a Man Thinketh – James Allen
- Think and Grow Rich – Napoleon Hill
- The Power of Intention – Dr. Wayne W. Dyer
- 10 Secrets for Success and Inner Peace - Dr. Wayne W. Dyer
- You Were Born Rich – Bob Proctor
- Changing for Good – James O. Prochaska, PH.D, John C. Norcorss, PH.D & Carlo C. Diclemente PH.D
- The Science of Success – James A. Ray
- The Aladdin Factor – Mark Victor Hansen & Jack Canfield
- The Power of the Subconscious Mind – Dr. Joseph Murphy
- Care to Dream – Dr. Tom Barrett
- Success Happens – Dr. Tom Barrett
- The Magic of Believing – Bristol
- If How To's Were Enough – We would all be skinny, rich and happy - Brian Klemmer
- Authentic Happiness – Martin E. P. Seligman, Ph.D.
- Life Strategies – Phillip C. McGraw, Ph.D.
- The Millionaire Mind – T. Harv Eker
- Taming Your Gremlin – Rick Carson
- Success Principles – Jack Canfield
- The Power of Intention – Dr. Wayne W. Dyer
- 10 Secrets for Success and Inner Peace - Dr. Wayne W. Dyer
- The Runway of Life – Peter Legge

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- Unleashing Your Brilliance – Brian E. Walsh
- Emotional Intelligence – Daniel Coleman

### **MARKETING/PLANNING**

- The Tipping Point - Malcolm Gladwell
- blink – Malcolm Gladwell
- Spiritual Marketing – Joe Vitale
- Getting Everything You Can out of all You've Got – Jay Abraham
- Blue Ocean Strategy 0 W. Chan Kim & Renee Mauborgne
- Book Yourself Solid – Michael Port
- Relationship Marketing – Sandra Yancey
- Re-imagine – Tom Peters

### **CUSTOMER SERVICE**

- Customers Mean Business – James Unruh

### **TIME MANGEMENT**

- Seven Habits of Highly Effective People – Stephen R. Covey
- First Things First - Stephen R. Covey
- Getting Things Done – David Allen

### **PERSONAL FINANCES**

- Enlightened Wealth – Tracy Piercy
- Rich Dad, Poor Dad – Robert T. Kiyosaki with Sharon L. Lechter, CPA
- Cashflow Quadrant - Robert T. Kiyosaki with Sharon L. Lechter, CPA
- The Millionaire Next Door – Thomas Stanley, & Stanley, & William Danko, Ph.D.
- The Richest Man in Babylon- George S. Clason
- We Want You to be Rich – Donald Trump & Robert Kiyosaki

### **AUDIO FORMAT (check to see if the book above is now in audio format)**

- Pursuit & Practice of Personal Mastery, audio set –
- The Empowerment of Listening, audio set – Carol McCall
- The Greatest Networker in the World – John Milton Fogg
- Conversations with the - Greatest Networker in the World – John Milton Fogg