

#### TOP PERSONAL MOST INFLUENTIAL BUSINESS BOOKS:

- 1) Fierce Conversations by Susan Scott (about how to have difficult conversations)
- 2) The Speed of Trust by Stephen MR Covey (about how to get and keep trust)
- 3) E-Myth Revisited by Michael Gerber (about the mindset needed to create effective business systems)
- 4) Rich Dad, Poor Dad by Robert Kiyosaki (about mindset and how to think about business)
- 5) Think & Grow Rich by Napoleon Hill (about mindset)
- 6) How to Win Friends and Influence People by Dale Carnegie
- 7) The Richest Man in Babylon by George S. Clason (about business wisdom and mindset)
- 8) The Effective Executive by Peter Drucker
- 9) The 7 Habits of Highly Effective People by Stephen R. Covey
- 10) Swim with the Sharks without being Eaten Alive by Harvey B. Mackay (sales and relationships)
- 11) Emotional Intelligence by Daniel Goleman
- 12) Tribal leadership by Dave Logan and John King
- 13) Frames of Mind: The Theory of Multiple Intelligences (<http://examinedexistence.com/the-nine-different-types-of-intelligence/>)