



# The Library

Must Have Books to Build Your  
Entrepreneurial Library

## Marketing

Title	Author
Launch	Jeff Walker
The Millionaire Messenger	Brendon Bouchard
Ask	Ryan Levesque
What Exactly to Say	Phil M Jones
Building a Brand Story	Donald Miller
<u>Expert Secrets</u>	Russell Brunson
Dot Com Secrets	Russell Brunson
Traffic Secrets	Russell Brunson
The 22 Immutable Laws of Marketing	Al Ries & Jeff Trout
Influence	Robert Cialdini
This is Marketing	Seth Godin



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## Sales

Title	Author
Never Split the Difference	Chriss Voss
How to Become a Rainmaker	Jeffery Fox
The Ultimate Sales Machine	Chet Holmes
Hypnotic Writing	Joe Vitale
How to Win Friends and Influence	Dale Carnegie
Fanatical Prospecting	Jeb Blount
A Mind for Sales	Mark Hunter
The Science of Selling	David Hoffeld
The Introverts Edge	Matthew Pollard



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## Operations and Team Building

Title	Author
The E-Myth	Michael Gerber
Principals	Ray Dalio
The Starbucks Experience	Joseph A. Michelli
Culture Code	Daniel Coyle
Traction	Gino Wickman
From 6-7 Figures	Austin Netzley
Tribe of Mentors	Tim Ferris
In the Company of Women	Grace Bonney
The Prosperous Coach	Steve Chandler & Rich Litvin
Rocket Fuel	Gino Wickman



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## Mindset

Title	Author
The Biology of Belief	Bruce Lipton
The Success Principles	Jack Canfield
Awaken the Giant Within	Tony Robbins
Motivation Manifesto	Brandon Bouchard
Managing Thought	Mary J. Lore
Fire Starter Sessions	Danielle LaPorte
Mindset	Carol C. Dweck
Success Affirmations	Jack Canfield
Divorceless Relationships	Gary M Douglas
The Four Agreements	Don Miguel Ruiz
The Artist's Way	Julia Cameron



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## Mindset

Title	Author
The 7 Spiritual Laws of Success	Deepak Chopra
The Mastery of Love	Don Miguel Ruiz
The Surrender Experiment	Michael Singer
You are a Badass	Jen Sincero

## Productivity and Performance

Atomic Habits	James Clear
The One Thing	Gary Keller
168 Hours	Laura Vanderkam
High Performance Habits	Brendon Bouchard
Getting Things Done	David Allen
7 Habits of Highly Effective People	Stephen Covey



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## Leadership

Title	Author
21 Irrefutable Laws of Leadership	John C. Maxwell
The 360 Leader	John C. Maxwell
Leaders Eat Last	Simon Sinek
Start with Why	Simon Sinek
Dare to Lead	Brene Brown
Daring Greatly	Brene Brown
Leadershift	John C. Maxwell
The Virgin Way	Sir Richard Branson
Unleashed	Frances Frei & Anne Morriss



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## Money and Finance

Title	Author
Secrets of a Millionaire Mind	Harv T. Eker
Warren Buffet Invests Like a Girl	Louann Lofton
Financial Statements	Thomas R. Ittleson
Think and Grow Rich	Napoleon Hill
The Soul of Money	Lynne Twist
Your Money Your Life	Vicki Robin
Women with Money	Jean Chatzky
Profit First	Michael Michalowicz
Unshakeable	Tony Robbins