

Recommended Coaching Client Reading List

- The E-Myth Revisited – by Michael Gerber
- Good to Great – by Jim Collins
- Rich Dad, Poor Dad – by Robert Kiyosaki
- Think and Grow Rich – by Napoleon Hill
- Little Red Book of Selling – by Jeffrey Gitomer
- Little Green Book of Getting Your Way – by Jeffrey Gitomer
- The Seven Habits of Highly Effective People – by Stephen Covey
- Eat that Frog! – by Brian Tracy
- The Five Dysfunctions of a Team – by Patrick Lencioni
- Mastering the Rockefeller Habits – by Verne Harnish
- Jump Start Your Business Brain – by Doug Hall
- Who Moved my Cheese? – by Spencer Johnson
- Atlas Shrugged – by Ayn Rand
- Awaken the Giant Within! – by Anthony Robbins
- Getting Everything You Can Out of All You've Got – by Jay Abraham
- The Other 90% – by Robert Cooper
- Spin Selling – by Neil Rackham
- Dig Your Well Before You're Thirsty – by Harvey MacKay
- Raving Fans – by Ken Blanchard and Sheldon Bowles
- The One Minute Millionaire – by Mark Victor Hansen and Robert G. Allen
- Fish! – by Stephen C. Lundin, Harvey Paul, and Jon Christensen
- The Power of Full Engagement – by Jim Lohr and Tony Schwartz
- Now Discover Your Strengths – by Marcus Buckingham and Donald Clifton
- Principle Centered Leadership – by Stephen Covey
- Words that Sell – by Richard Bayan
- Fit for Life – by Harvey and Marilyn Diamond
- The 22 Immutable Laws of Marketing – by Al Ries and Jack Trout
- Relationship Selling – by Jim Cathcart
- First Things First – by Stephen Covey
- Aladdin Factor – by Jack Canfield and Mark Victor Hansen
- Introducing NLP – by Joseph O'Connor
- The Big Moo: Stop Trying to be Perfect and Start Being Remarkable –by Seth Godin
- Heroic Leadership – by Chris Lowney
- Impending Crisis: Too Many Jobs, Too Few People – by Roger Herman, Tom Olivo, and Joyce Gioia