Mike's Recommended Reading List

Category: Biographies and Autobiographies

"A Coach's Life" by Dean Smith
"All Madden" by Madden
"An American Life" by Ronald Reagan
"An Enterprising Life" by Van Andel
"Arthur Ashe On Tennis" by Arthur Ashe
"Behind the Wheel at Chrysler, The Iacocca Legacy" by Levin
"Beyond Survival" by Coffee
"Bill Gates Speaks" by Lowe
"Billy Graham Speaks" by Lowe
"Bird Watching" by Larry Bird
"Bo Knows Bo" by Jackson
"By George" by George
"Carson" by Corkery
"Confessions of a S.O.B." by Neuharth
"Direct From Dell" by Michael Dell
" Ditka" by Ditka
"George Burns, The Hundred Year Dash" by Gottfried
"I Ain't Got Time To Bleed" by Ventura
"I'm Back: More Rare Air" by Jordan
"Iacocca" by Iacocca
"Jack Welch and the GE Way" by Slater
"Jack Wlech Speaks" by Lowe
"Jordan, The Man, His Words, His Life" by Krugel
"King of the Cowboys" by Dent
"Larry Legend" by Shaw
"Let The Magic Begin" by Crosby
"Living The Dream" by Olajuwon
"Long Walk to Freedom" by Mandela
"Margaret Thatcher, The Downing Street Years" by Thatcher
"Mean Business" by Dunlap
"Michael Jordon" by Krugel
"Mother Teresa, A Simple Path" by Vardley
"My Life" by Earvin Magic Johnson
"Nearer, My God" by Buckley
"Ovitz" by Slater
"Rare Air: Michael on Michael" by Michael Jordan
"Richard Branson Virgin King" by Jackson
"Rudy's Rules" by Ruettiger
"Sam Walton" by Trimble
"Sam Walton Made in America" by Sam Walton
"Second Coming" by Smith
"Shark" by Norman
"Soros on Soros" by Soros
"Talking Straight" by Iacocca
"Ted Turner Speaks" by Lowe
"The Barry Diller Story" by Mair
"The Jordan Rules" by Smith
"The King of Cash" by Winans
"The Making of a Blockbuster" by DeGeorge
"The Only Way I Know" by Ripken
"The Viewpoints of Stanley Marcus" by Stanley Marcus
"The Warren Buffet Way" by Hagstrom
"Tiger" by Strege
"Training a Tiger" by Woods
"Trump Surviving at the Top" by Trump
"Trump: The Art of The Deal" by Trump
"Under The Tarnished Dome" by Yeager
"Warren Buffet Speaks" by Lowe

Category: Health, Fitness and Nutrition
"8 Weeks To Optimum Health" by Weil
"Ageless Body, Timeless Mind" by Chopra
"Anatomy of an Illness" by Cousins
"Anatomy of the Spirit" by Myss
"Beyond the Yellow Brick Road, Our Children and Drugs" by Meehan
"Brain Power" by Mark
"Dr Dean Ornish's Program for Reversing Heart Disease" by Ornish
"Eat Right for Your Type" by D'Adamo
"Eat to Win" by Robert Haas
"Everyday Immortality" by Chopra
"Healing and the Mind" by Moyers
"Healing The Heart" by Chopra
"Healthy Living" by Lunden
"Human Options" by Cousins
"Living to 100" by Silver
"Love and Survival" by Ornish
"Minding Your Bodies" by Rechstchaffen
"Miracle Cures" by Carper
"Perfect Health" by Chopra
"Prescriptions For Living" by Siegel
"Quantum Healing" by Chopra
"Spontaneous Healing" by Weil
"Stress Without Distress" by Selye
"Sugar Blues" by Dufty
"The Arthritis Cure" by Theodosakis
"The Balanced Life" by McGinnis
"The Book of Stress Survival" by Kirsta
"The Chemistry of Success" by Lark
"The Creation of Health" by Shealy
"The Cure of all Cancers" by Clark
"The Egoscue Methods of Health Through Motion" by Pete Egoscue
"The Healing Path" by Barasch
"The Heart of the Mind" by Katra
"The Heart's Code" by Pearsall
"The Longevity Strategy" by Mahoney
"The Relaxation Response" by Benson
"The Stress of Life" by Selye
"The Tao of Healthy Eating" by Flaws
"The Virtues of Aging" by Carter
"Treating Type A Behaviour and Your Heart" by Friedman
"Unconditional Life" by Chopra
"Why People Don't Heal and How They Can" by Myss
"Younger at Last" by Lamm

Category: Spiritual

"Anatomy of the Spirit" by Myss
"Billy Graham Speaks" by Lowe
"Business by the Bible" by Cook
"Care of the Soul" by Moore
"Christianity in Crisis" by Hanegraaff
"Classic Christianity" by George
"Conversations With God, Book One" by Walsch
"Conversations With God, Book Three" by Walsch
"Conversations With God, Book Two" by Walsch
"Embraced by the Light" by Morse
"God's Little Devotional Book on Success" by Honor Books
"Here and Now" by Nouwen
"Just As I Am" by Billy Graham
"Letters From A Skeptic" by Boyd
"Many Lives, Many Masters" by Weiss
"Promises" by Bright
"Sources of Strength" by Carter
"Standing For Something" by Hinckley
"Talking To Heaven" by Praagh
"The Awakening" by Sadleir
"The Dark Side of the Light Chaser" by Ford
"The Experience of God" by contributions by Dyer, Chopra
"The Holy Spirit and You" by Bennett
"The Jesus I Never Knew" by Yancey
"The Path to Love" by Chopra
"The Purpose Driven Church" by Warren
"The Sermon on the Mount" by Fox
"The Ten Commandments" by Schlessinger
"The Way of the Wizard" by Chopra

Category: Sales
"17 Secrets of the Master Prospectors" by Kalench
"Consultative Selling" by Hanan
"Face to Face Selling" by Bart Breighner
"Sales Scripts That Sell" by Teri Gamble and Michael Gamble
"Selling with Silk Gloves, Not Brass Knuckles" by Norman Levine
"Soft Selling in a Hard World" by Vass
"Spin Selling" by Rackham
"Stop and Sell The Roses" by McCann
"The Closers" by Jim Pickens
"The One Minute Salesperson" by Johnson
"Unlimited Selling Power" by Donald Moine & Kenneth Lloyd

Category: Motivation and Self-Help
"1 Success" by Morris
"365 Ways To Change Your Life" by Somers
"A 3rd Serving of Chicken Soup for the Soul" by Canfield and Hansen
"A 4th Course of Chicken Soup for the Soul" by Canfield and Hansen
"A Bend in the Road is Not the End of the Road" by Lunden
"A Course in Life" by Gattuso
"A Golfer's Life" by Palmer
"A Good Walk Spoiled" by Feinstein
"A Home Run Every Time" by Steve Stewart
"A Lifetime of Riches" by Ritt
"A Promise is A Promise" by Dyer
"A Second Helping of Chicken Soup for the Soul" by Canfield and Hansen
"A Treasury of Success Unlimited" by Mandino
"Affirmations of Wealth" by Alexandrov
"Against the Gods" by Bernstein
"Alone" by D'Aboville
"Be The Person You Want To Be" by Emerick
"Begin It Now: You Have A Purpose" by Havverd
"Beyond Success" by Biro
"Billions and Billions" by Sagan
"Brain Sell" by Buzan Israel
"Breakfast at the Victory" by Carse
"Catch Fire" by McLaughlin
"Chemistry of Success" by Lark and Richards
"Chicken Soup for the Soul" by Canfield and Hansen
"Chicken Soup for the Soul at Work" by Canfield and Hansen
"Clicking" by Popcorn
"Combat Golf" by Ollstein
"Comeback" by Martin Puris
"Compassionate Capitalism" by DeVos
"Credibility" by Kouzes
"Difficult Conversations" by Stone
"Dig Your Well Before You're Thirsty" by McKay
"Discovering The Soul of Service" by Berry
"Do It! Let's get of Our Buts" by Roger
"Don't Sweat the Small Stuff" by Carlson
"Don't Sweat the Small Stuff with Your Family" by Carlson
"Emotional Blackmail" by Forward
"Emotional Intelligence" by Goleman
"Empire of Freedom" by James W Robinson
"End the Struggle and Dance with Life" by Jeffers
"Ethics for the New Millenium" by Dalai Lama
"Every Street is Paved with Gold" by Woo-Choong
"Feel the Fear and Do It Anyway" by Jeffers
"Field of Hope" by Butler
"First Things First" by Covey
"Focus" by Al Ries
"Forbes Greatest Business Stories of All Times" by Gross
"Golf and The Spirit" by Peck
"Golf in the Kingdom" by Murphy
"Golf is Not a Game of Perfect" by Rotella
"Golf Is the Game of Confidence" by Rotella
"Grow Rich with Peace of Mind" by Napoleon Hill
"Gung Ho" by Blanchard
"Half Time" by Buford
"Hard Courts" by Feinstein
"Harvey Penick's Little Red Book" by Penick
"Heads Up Baseball" by Ravizza
"How Could You Do That" by Schlessinger
"How Good Guys Grow Rich" by Berg
"How to be Motivated All the Time" by Daniels
"How To Deal With Difficult People" by Markham
"How to Enjoy Your Life and Your Job" by Carnegie
"How to Keep People From Pushing Your Buttons" by Ellis
"How to Stop Worrying and Start Living" by Carnegie
"I'm Okay, You're Okay" by Harris
"If It's Going To Be It's Up To Me" by Schuller
"If You Haven't Got the Time to do it Right, When Will You Find the Time to do it Over?" by Mayer
"If. (Questions for the Game of Life)" by McFarlane
"In Search of Excellence" by Peters
"In Search of Stones" by Peck
"In Search of Success" by Glasser
"Inside Out" by Crabbe
"It's Not Luck" by Goldrat
"It's Not Over Until You Win" by Brown
"Jungle Rules" by Imlay
"Lateral Thinking" by De Bono
"Laws of Success" by Napoleon Hill
"Leadership Secrets of Attila the Hun" by Roberts
"Lessons Learned The Hard Way . A Personal Report" by Gingrich
"Life Strategies" by McGraw
"Life's Little Instruction Book" by Brown
"Life's Little Instruction Book Vol 2" by Brown
"Links" by Rubenstein
"Live and Learn and Pass It On" by Brown
"Living. Loving and Learning" by Buscaglia
"Making the Grass Greener on Your Side" by Melrose
"Making Your Family Work" by Durkin
"Man's Search for Meaning" by Frankl
"Managing By Values" by Blanchard
"Manifest Your Destiny" by Dyer
"Marketing Warfare" by Ries
"Mastery" by Leonard
"Mentally Tough" by Loehr
"Million Dollar Habits" by Ringer
"Mission Possible" by Blachard
"Motivation in the Real World" by Gellerma
"Napoleon Hill's A Year of Growing Rich" by Napoleon Hill
"Napoleon Hill's Positive Action Plan" by Napoleon Hill
"No More Holiday Blues" by Dyer
"Notes From a Friend" by Robbins
"Over the Top" by Ziglar
"People of the Lie" by Peck
"Playing the Great Game of Golf" by Blanchard
"Power" by Greene
"Power Thoughts" by Schuller
"Power, How to Get it, How to Use It" by Korda
"Psycho-Cybernetics 2000" by Bobbi Sommer
"Pulling Your Own Strings" by Dyer
"Pushing The Envelope All The Way To The Top" by McKay
"Raving Fans" by Blanchard
"Real Magic" by Dyer
"Real Men Don't Bond" by Feirstein
"Real Moments" by DeAngelis
"Reality Therapy" by Glasser
"Reason to Believe" by Sproul
"Rediscovering American Values" by DeVoss
"Rich Dad, Poor Dad" by Kivosaki
"Sacred Hoops" by Jackson
"Sacred Space" by Denise Linn
"Say Please, Say Thank You" by McCollough
"Secrets of Life" by Walters
"Seeds of Greatness" by Denis Waitley
"Self Esteem" by McKay
"Sell and Grow Rich" by Gandolfo and Korn
"Shark Proof" by McKay
"Simple Steps to Impossible Dreams" by Scott
"Strategies For Winning" by Allen
"Stress for Success" by Loehr
"Stress without Distress" by Selye
"Succeeding Sane" by Deane
"Success Is A Choice" by Pitino
"Success is A Journey" by Brian Tracy
"Success is Neverending, Failure is Never Final" by Schuller
"Taking Charge of Change" by Smith
"Ten Natural Laws of Successful Time and Life Management" by Smith
"Ten Stupid Things Men do to Mess Up their Lives" by Schlessinger
"The 10% Solution For A Healthy Life" by Kurzweil
"The 22 Immutable Laws of Marketing" by Trout
"The 7 Habits of Highly Effective Families" by Covey
"The A - Z Steps to a Richer Life" by Depak Chopra
"The Acorn Principle" by Cathart
"The Art of Happiness" by Dalai Lama
"The Art of War" by Sun Tzu
"The Art of Wordly Wisdom" by Gracian
"The Artist's Way" by Cameron
"The Be (Happy) Attitudes" by Schuller
"The Book of Excellence" by Baggett
"The Book of Questions" by Stock
"The Book of Questions: Business Politics and Ethics" by Stock
"The Celestine Prophecy" by Redfield
"The Celestine Vision" by Redfield
"The Challenge" by Robert Allen
"The Death of Common Sense" by Howard
"The Dynamic Laws of Prosperity" by Ponder
"The Enterprising Woman" by Florence
"The Essence of Success" by Nightingale
"The Excel Phenomenon" by James W Robinson
"The Future of Love" by Kingma
"The Game of Life" by Florence Scovel Shinn
"The Golfer and the Millionaire" by Fisher
"The Greatest Salesman in the World" by Mandino
"The Hundred Most Influential Books Ever Written" by Smith
"The Idea Fisher" by Fisher
"The Knight in Rusty Armour" by Fisher
"The Leader In You" by Carnegie
"The Leader's Edge" by Hale
"The Life You Were Born To Live" by Millman
"The Lives of Riley" by Riley
"The Majors" by Feinstein
"The Measure of Our Success" by Wright Edelman
"The Millionaire Mind" by Stanley
"The Most Brilliant Thoughts of all Time: (In Two Lines or Less)" by Shanahan
"The Nature of Personal Reality" by Roberts
"The Path to Tranquility" by Dalai Lama
"The Popcorn Report" by Popcorn
"The Power of Nice" by Shapiro
"The Power of Positive Living" by Peale
"The Power of Purpose" by Richard Lieder
"The Power of Your Subconscious Mind" by Murphy
"The Power of Your Subconscious Mind" by Murphy
"The Purpose of Your Life" by Adrienne
"The Pursuit of Wow" by Peters
"The Real Hero of Business: and Not a CEO Among Them" by Fromm
"The Rich and Super Rich" by Stuart
"The Road Less Traveled" by Peck
"The Road Less Traveled and Beyond" by Peck
"The Ryder Cup" by Bubka
"The Seasons of Life" by Rohn
"The Second Curve" by Ian Morrison
"The Tao of the Jump Shot" by Mahoney
"The Ten Dumbest Mistakes Smart People Make and How to Avoid Them" by Freeman
"The Tom Peters Seminar" by Peters
"The Treasury of Quotes" by Rohn
"The Vein of Gold" by Cameron
"The Ways of the Mystic" by Borysenko
"The Winner Within" by Riley
"The Winning Image" by James Gray Jr
"The Wisdom of Harvey Penick" by Penick
"The Wish Book" by Workman
"They Call Me Coach" by Wooden
"Think and Grow Rich" by Hill
"Think Big" by Anthony
"Think Like A Champion" by Shanahan
"Think Out of the Box" by Vance
"Time Management" by Winwood
"Timeless Wisdom" by Fenchuk
"Tough Times Never Last, Tough People Do" by Schuller
"Tuesdays with Morrie" by Albom
"Twelve Steps and Twelve Traditions" by Alcoholics Anonymous
"Understanding Men's Passages" by Sheehy
"Unlimited Power" by Robbins
"Up Close" by Firestone
"What Do You Really Want For Your Children" by Dyer
"What Losing Taught Me About Winning" by Tarkenton
"What Really Matters" by Schwartz
"When Partners Become Parents" by Cowan
"Wherever You Go, There You Are" by Kabat-Zinn
"Who Moved my Cheese" by Johnson
"Winning Every Day" by Holtz
"Winning Images" by Shook
"Winning With Integrity" by Steinberg
"Wisdom Of The Ages" by Dyer
"Wishcraft" by Sher
"Wooden" by Jamison
"Words From Silence" by Leonard Jacobson
"Working Wisdom" by Thomas J Leonard
"You Can Be Happy No Matter What" by Carlson
"You Can Heal Your Life" by Hay
"You Have to Stand for Something or You'll Fall for Anything" by Jones
"You Own The Power" by Altea
"You'll See It When You Believe It" by Dyer
"Zen Mind, Beginner's Mind" by Suzuki

Category: Business, Management and Leadership
"101 Of the Greatest Ideas in Management" by Uris
"Abuse of Power" by Rosenburg
"Adventures of a Bystander" by Drucker
"America's Best Kept Secret" by Gagen
"At Any Cost" by O'Boyle
"Barbarians At the Gate" by Burroughs
"Barbarians Led By Bill Gates" by Edstrom
"Ben & Jerry's Double Dip" by Cohen and Greenfield
"Beyond Reengineering" by Hammer
"Blown To Bits" by Evans
"Building A Company" by Thomas
"Built From Scratch" by Blank
"Built to Last" by Collins
"Business At The Speed of Thought" by Gates
"Coach To Coach" by Robinson
"Communicating Change" by Larkin
"Confessions of a S.O.B." by Neuharth
"Critical Path" by R. Buckminster Fuller
"Customers as Partners" by Bell
"Customers for Life" by Sewel
"Den of Thieves" by Stewart
"Direct from Dell" by Michael Dell
"Enlightened Leadership" by Oakley
"Every Business Is A Growth Business" by Charan
"Every Street Is Paved With Gold" by Woo-Choong
"Everyone's a Coach" by Shula
"Free, Perfect and Now" by Rodin
"From Worst to First" by Bethune
"Getting Everything You Can Out of All You've Got" by Abraham
"Gods of Management" by Handy
"Going Public" by Lipman
"Goldman Sachs The Culture of Success" by Endlich
"Gorilla Marketing Excellence" by Levinson
"Guts" by Lutz
"Hard Drive" by Wallace
"Hey, I'm the Customer" by Willingham
"Hit and Run" by Griffin
"How To Become CEO" by Fox
"How To Think Like A CEO" by Benton
"How to Win Customers and Keep Them for Life" by LeBoeuf
"How You Play the Game" by Colangelo
"I'd Like the World to Buy a Coke" by Greising
"If It Ain't Broke, Break It" by Kriegel
"In Search of Excellence" by Peters
"Innovation and Entrepreneurship" by Drucker
"Jack Welch and the GE Way" by Slater
"Just Do It" by Katz
"Leadership In Action" by Maucher
"Leadership When the Heat's On" by Cox
"Liberation Management" by Peters
"Lincoln on Leadership" by Phillips
"Live To Win" by Kiam
"Losing My Virginity" by Branson
"Management Challenges of the 21st Century" by Drucker
"Managing" by Geneen
"Managing a profitable dealership" by McCormick
"Masters of the Universe" by Kadlec
"Maximum Leadership" by Farkas
"Moments of Truth" by Carlzon
"Netscape Time" by Clark
"No Limit" by Smith
"Nuts" by Freiberg
"Oil, God and Gold" by Brown
"Only The Paranoid Survive" by Grove
"Paradigms, The Business of Discovering the Future" by Barker
"Post Capitalism Society" by Drucker
"Pour Your Heart Into It" by Schultz
"Power Shift" by Toffler
"Principle Centre Leadership" by Covey
"Reengineering Management" by Champy
"Reengineering the Corporation" by Hammer
"Richard Branson Virgin King" by Jackson
"Scared Cows Make the Best Burgers" by Kriegel
"Secret Formula" by Allen
"Secrets of a CEO Coach" by Benton
"Self Made In America" by McCormick
"Six Sigma" by Harry
"Sole Influence" by Wetzel
"Super Casino" by Earley
"SuperleadershipL Getting to the top by motivating others" by Manz
"Superstar Sales Managers' Secrets" by Farber
"Technology, Management and Society" by Drucker
"The 5 Pillars of TQM" by Greech
"The 80/20 Principle" by Koch
"The Art of War" by Sun Tzu
"The Billionaire Shell Game" by Davis
"The Book of Business Wisdom" by Krass
"The Cluetrain Manifesto" by Levine
"The Corporate Coach" by Miller
"The Creative Priority" by Hirshberg
"The Critical Fourteen Years of Your Professional Life" by Dilenschneider
"The Dark Side of Power" by Blumay
"The Discipline of Market Leaders" by Treacy
"The Disney Touch" by Grover
"The E Myth" by Gerber
"The E Myth Manager" by Gerber
"The Effective Executive" by Drucker
"The Eleven Commandments of 21st Century Management" by Kiernan
"The Executive In Action" by Drucker
"The Executive Trap" by Hall
"The Fifth Discipline" by Senge
"The Greatest Ever Bank Robbery" by Mayer
"The IBM Way" by Rodgers
"The Leader of the Future" by Drucker
"The Loyalty Effect" by Reichheld
"The Microsoft Way" by Stross
"The New GE" by Slater
"The New New Thing" by Lewis
"The Power to Burn" by Singular
"The Road Ahead" by Gates
"The Roaring 2000s" by Dent
"The Second Curve" by Morrison
"The Simple Art of Greatness" by Mullen
"The Success System That Never Fails" by Stone
"The Synergy Myth" by Geneen
"The Virtual Corporation" by Davidow
"The Visionary Leader" by Bob Wall, Robert Solum, Mark Sobal
"The Warren Buffet Way" by Hagstrom
"The World According to Peter Drucker" by Beatty
"Thriving on Chaos" by Peters
"Trump Surviving at the Top" by Trump
"Trump: The Art of the Deal" by Trump
"Trumped" by O'Donnell
"Turning the Thing Around" by Johnson
"Visionary Business" by Allen
"War and Anti-War" by Toffler
"What They Still Don't Teach At The Havard Business School" by McCormick
"When Giants Stumble" by Sobel
"Why Climb Corporate Ladders When You Can Take the Elevator" by Capozzi
"Wimming Commitment" by Dessler
"Word of Mouth Marketing" by Wilson

Category: Finances
"365 Ways To Become A Millionaire" by Koslow
"A Kick In The Assets" by Barnhart
"A Millionaire's Notebook" by Steven Scott
"Creating Affluence" by Chopra
"Creating Wealth" by Allen
"Die Rich 2" by Kaye
"Don't Worry, Make Money" by Richard Carlson
"Financial Self Defense" by Givens
"Frozen Desire, The Meaning of Money" by Buchan
"How To Be A Billionaire" by Fridson
"How to Prosper During the Hard Times Ahead" by Ruff
"Money Matters" by Meek
"Money Talks" by Koppel
"Nothing Down for the 90's" by Robert G Allen
"Seven Startegies for Wealth and Happiness" by Rohn
"The Challenge" by Robert Allen
"The Chemistry of Success" by Lark
"The Interpretation of Financial Statements" by Price
"The Millionaire Next Door" by Stanley
"The Nine Steps To Financial Freedom" by Orman
"The Science of Getting Rich" by Wattles
"The Wealthy Barber" by Chilton
"Wealth Is An Income Stream" by Allan Willey
"Wealth Without Risk" by Givens
"Women, Men & Money" by Devine
"You Can Negotiate Anything" by Cohen