The Entrepreneur’s Library
50+ Book Recommendations for Entrepreneurs
by Cory Miller
EntrepreneurshipLab.net

TIP: Wanna know the best way to put your reading on ludicrous speed? It’s called the Amazon Kindle. Take your library everywhere you go, no matter what device you’re reading it on with the free Kindle Reading Apps. Check out my blog post on How to Maximize the Kindle Platform.

LEADERSHIP / MANAGEMENT

12: Elements of Managing by Rodd Wager -- even if you don't manage anybody, see 12 great principles of how you and I work best

The Leadership Challenge by James Kouzes -- if you're going to have employees, start reading this now

StrengthsFinder 2.0 by Tom Rath -- learn more about your strengths and how to use them (also great for teams)

Standout by Marcus Buckingham -- learn more about yourself

Becoming a Coaching Leader: The Proven Strategy for Building Your Own Team of Champions by Daniel Harkavy

Nine Things Successful People Do Differently by Heidi Grant Halvorson

The Personal MBA by Josh Kaufman

Leading Change by John Kotter

EntreLeadership by Dave Ramsey -- just great business advice from a true leader

Boundaries: When to Say Yes, How to Say No by Cloud and Townsend - establish good boundaries in your relationships and free yourself to be happy

Drive: Surprising Truth About What Motivates Us by Dan Pink -- learn how intrinsic motivation works ... and what really motivates you in your work

The Great Workplace: How to Build It, How to Keep It, and Why It Matters by Michael Burchell

Free Agent Nation by Dan Pink -- the rise of the independent worker

Do More Faster by David Cohen

Necessary Endings by Henry Cloud
MARKETING

Book Yourself Solid by Michael Port -- a followup on the Get Clients Now book and solid strategies

Get Clients Now: A 28-Day Marketing Program by C.J. Hayden -- just like the title says, great strategies for getting clients

Guerrilla Marketing by Jay Conrad Levinson -- full of marketing strategies you can implement cheaply yet effectively

Content Rules by Ann Handley -- foundational desk reference on content that sells

Tribes: We Need You to Lead Us by Seth Godin -- tribes are everywhere - learn how to start, build and lead them

Referral Engine: Teaching Your Business to Market Itself by John Jantsch -- turn your business into a referral machine of word-of-mouth and client recommendations

Duct Tape Marketing by John Jantsch -- marketing advice for small business - you could use this in your work and share with clients

Blue Ocean Strategy: How to Create Uncontested Market Space by W. Chan Kim

The Brand You by Tom Peters -- personal branding strategies

Launch: How to Quickly Propel Your Business by Michael Stelzner -- more online marketing strategies

Switch: How to Change Things When Change is Hard by Chip Heath

The Power of Cult Branding by Matthew W. Ragas -- more good advice on branding

The Ultimate Sales Machine by Chet Holmes -- sales focused advice, and one I go back to often

Platform: Get Noticed in a Noisy World by Michael Hyatt

Fascinate: Your 7 Triggers to Persuasion and Captivation by Sally Hogshead

Who Do You Want Your Customers to Become? by Michael Schrage

High-Tech, High-Touch Customer Service by Micah Solomon

Smarter, Faster, Cheaper: Non-Boring, Fluff-Free Strategies by David Siteman Garland

The Whuffie Factor: Using the Power of Social Networks to Build Your Business by Tara Hunt
COMMUNICATION

*On Writing Well* by William Zissner -- foundational book on writing, if not THE best desk reference, and yes, entrepreneurs who can write excel

*Writing That Works: Learn How to Communicate in Business* by Kenneth Roman -- a desk reference for your career

*Resonate: Present Visual Stories that Transform* by Nancy Duarte

*slide:ology: The Art and Science of Creating Great Presentations* by Nancy Duarte

*Presentation Zen* by Gary Reynolds

*ProBlogger: Secrets for Blogging Your Way to a Six-Figure Income* by Darren Rowse and Chris Garrett -- ignore the title, these guys are the best at blogging

MOTIVATIONAL / PHILOSOPHY

*Start with Why* by Simon Sinek -- a great book to start your pursuit of purpose and passion in your work

*The E-Myth: Why Most Small Businesses Don't Work and What To Do About It* by Michael Gerber -- streamline your business with systems and processes

*Anything You Want* by Derek Sivers -- what business is all about

*Rework* by Jason Fried -- the new way and philosophies of work on the web

*Little Bets: How Breakthrough Idea Emerge From Small Discoveries* by Peter Sims -- learn how to take calculated risks that get big results

*Do the Work* by Steven Pressfield -- just do it, a true motivational book we circulated throughout our entire team

*Never Get a 'Real' Job* by Scott Gerber -- motivation on launching your business for a younger generation

*Success for Dummies* by Zig Ziglar -- just good, down home advice* Why Johnny Can't Brand* by Bill Schley -- great advice on branding

*Crush It!* by Gary V -- great book to pump you up if you’re considering starting your own business

*Ignore Everybody* by Hugh MacLeod - straight up great advice

*Just Start: Take Action, Embrace Uncertainty, Create the Future* by Leonard Schlesinger
Life Entrepreneurs: Ordinary People Creating Extraordinary Lives by Gregg Vanourek

The Dip by Seth Godin -- when to quit or keep going

The Janitor by Todd Hopkins -- a great story about putting work and life in perspective

Wellbeing: The Five Essential Elements by Tom Rath

Start Small, Stay Small: A Developer’s Guide to Launching a Startup by Rob Walling

 Delivering Happiness: A Path to Profits, Passion and Purpose by Tony Hsieh

MONEY

The Total Money Makeover by Dave Ramsey -- get your finances straight before you even get close to launching your full-time business

Simple Numbers, Straight Talk, Big Profits!: 4 Keys to Unlock Your Business Potential by Greg Crabtree

Venture Deals: Be Smarter Than Your Lawyer and Venture Capitalist by Brad Feld

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