

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: Surpsing Truth About What Motivates Us](#) by Dan Pink -- learn how instrinc 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 Ideas 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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