

Consolidated Planning Book List

- 1) How I raised myself from a failure to success in selling by **Frank Bettger**
- 2) How to win friends and influence people by **Dale Carnegie**
- 3) The psychology of selling by **Brian Tracy**
- 4) The 7 habits of highly effective people (New Edition) by **Stephen R. Covey**
- 5) No Excuses by **Brian Tracy**
- 6) Growing Rich by **Randall Baskin**
- 7) Secrets of Closing the Sale by **Zig Ziglar**
- 8) Lead the Field by **Earl Nightingale**
- 9) The Magic of Thinking Big by **David J. Schwartz, Ph D.**
- 10) How to have power and confidence in dealing with people by **Les Giblin**
- 11) Secrets of the Millionaire Mind by **T Harv Eker**
- 12) The Law of Success by **Napoleon Hill**