At a recent meeting with top leaders of L-K Marketing, someone asked me, “What are your favorite books that you have read, or books that have meant the most to you?” This was difficult to answer because I read anywhere from 50 to 200 books a year. But I will give it a shot!

Following is a list of books that made the greatest impression on me, many of them in my 20s and 30s.

#1 **The Bible** - My ultimate source for gaining wisdom, knowledge, courage and strength for life! Actually, the Bible is a “mini library” in itself, containing 66 books.

#2 **The Power of Positive Thinking**, by Norman Vincent Peale. This is the all-time best selling book on having positive thinking and a positive attitude. My mother also sent me Dr. Peale’s weekly sermons for over 20 years. Actually I have read about 2000 other pieces of his work. This book made a great impact on my life as a young man.

#3 **As a Man Thinketh**, by James Allen. I read this book once a year for over 15 years when I was in my 20s and 30s.

#4 **Acres of Diamonds**, by Russell H. Conwell. Incredible story!! The first place to look for success is within ourselves, and then all around us. It’s more or less right in our own back yard!

#5 **He Can who Thinks He Can!** by Marden. Probably one of the first self-improvement books ever written (about 120 years ago). I liked it.
#6 **The Richest man in Babylon**, by George S. Clason. A simple story which says that a part of all we have is ours to keep – and we should “put overalls on it” and put it to work!

#7 **I Dare You**, by William H. Danforth. This is about living a four-square life physically, mentally, spiritually, and socially. This sewed the seed in my mind for the Plan of Action covering our six areas of life which is in all the goal-setting programs I have written in the past 40 years!

#8 **How I Raised Myself From Failure into Success in Selling**, by Frank Bettger. This was about the first book on selling I ever read.

#9 **The Greatest Salesman in the World**, by Og Mandino. Og Mandino was a good friend for over 40 years. This book has out-sold all other sales books. I did a major endorsement for it in the early 60s.

#10 **I’m Ok, You’re Ok**, by Tom A. Harris. I have received a lot of personal help from this book and have also shared it with hundreds of people.

#11 **Wisdom, The Gift Worth Seeking**, by Larry Lea. In my daily prayers I ask God for wisdom. I ask often. I have read this book several times.

#12 **The Man in the Mirror**, by Patrick Morley. This powerful book invites men to take a probing look at their identities, relationships, finances, time, temperament, and the means to bring about lasting change in their lives.

#13 **Life Strategies**, by Phil McGraw. This is the best book I have read in the last year. I have also bought and given away over 100 copies.

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**DEVELOP A PASSION FOR BEING A LEARNER**

**AND A LIFETIME STUDENT WITH A BURNING DESIRE TO GROW EVERY DAY . . . IN EVERY WAY! - PJM**

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P. O. Box 8072, Waco, TX 76714◆ Phone 254/741-1575◆ FAX 254/741-6700◆ E-Mail: attitudeplus@pjmeyer.com
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Attitude is everything. Court proceedings. Yet, there were so many things about being an attorney that I disliked—and that just seemed to drain the life out of me.