



Suggested books for personal growth in network marketing

The following list includes some of my own recommendations on books to learn from. These can really help you in your network marketing business. Far too many people don't take the time to study and learn this business. They should, as it is a profession, why not treat it like one and learn.

1. Think and Grow Rich by Napoleon Hill - One of the most influential books of all time. Most of the motivational speakers will tell you that this is the book that inspired them to greatness.
2. Being the Best You Can Be in MLM by John Kalench - How to train your way to the top in one of the world's fastest growing industries.
3. 17 Secrets of the Master Prospectors by John Kalench - Do you really want to be a master prospector? This book will teach you how.
4. Dare to Dream and Work to Win by Dr. Tom Barrett - Understanding the dollars and sense of success in network marketing.
5. The Wave 3 Way to Building your Downline by Richard Poe - Build your downline wide and deep.
6. The Wave 4 Way to Building your Downline by Richard Poe - A must read for everyone in network marketing.
7. The Basics by Don Failla (if you can find a copy) - How to build a large successful multi level marketing organization. (this is a GREAT book) It is my NWM bible.
8. Vested Interest by Dave Rolfe - Making network marketing work for you. (Dave is a Royal Diamond in Nikken)
9. How to Sell Network Marketing by Michael Oliver - Without fear, anxiety, or loosing your friends.
10. Who Stole the American Dream by Burke Hedges - Explains what is legal, what is not legal. What is a pyramid scheme and what is not.
11. You Can't Steal Second with your Foot on First by Burke Hedges - A must read for every dissatisfied employee in America.



12. The Hilton Johnson Collection by Hilton Johnson - Top Ten lists for Prospecting, Presenting and Marketing by Attraction. (this little book will teach you many of the language skills you will need in this profession. Like not using the word "involved". Learn why you shouldn't use it and much more.
13. Listening for Success by Steve Shapiro - How to master the most important skill of network marketing. "Listening".
14. The Success System that never Fails by W. Clement Stone - Desire is the beginning of all human achievement.
15. The Magic of Thinking Big by David J, Schwartz, PH.D - Achieve everything you've always wanted, the secrets of success.
16. As a Man Thinketh by James Allen - "As a man thinketh in his heart, so is he".
17. Rich Dad, Poor Dad by Robert T. Kiyosaki - What the rich teach their kids about money- that the poor and middle class do not!
18. Cashflow Quadrant by Robert T. Kiyosaki - Rich dad's guide to financial freedom.
19. Reverse Aging by Sang Whang - A must for anyone to help them understand why our wellness technologies benefit us. (You will love this book).
20. The Next Trillion by Paul Zane Pilzer - Why the wellness industry will exceed the \$1 Trillion health care (sickness) industry in the next ten years.

Note: Most of our tools suppliers carry some of these books. Also, you will find many of them on Amazon both new and used. There are many other books sources, you will find them.

Enjoy, see you at the top!