

J O N M O R R O W

THE ULTIMATE SUCCESS LIBRARY

33 Books That Helped Me
Become a Millionaire
from My Wheelchair

Introduction

This might seem harsh, but I'll say it anyway...

In today's world, you have no excuse for not achieving your dreams.

You don't need mentors or powerful friends. You don't need a seat in a prestigious school. You don't even need a well-stocked savings account, a high credit score, or a wallet full of cash.

To begin your journey, all you need are two things:

1. A library card
2. The desire to use it

That's it. Nothing more.

Right now, you can march into the library and access the best books ever published, written by some of the smartest people who ever lived, detailing how to accomplish anything you can imagine... and it's all totally free.

You want to know how to get rich?

There are books about that.

Or perhaps you're more focused on having an impact on the world?

There are books about that too.

Or maybe you'd love to learn how to become a person of influence, maneuvering people to do your bidding without them ever knowing what's happening?

There's an entire category of books on that one.

In fact, you can learn anything you could possibly want to know in books. The only question is...

Which one?

In 34 years, I've read literally thousands of books, and I'll be the first one to admit not all of them were good. Some were hard to understand, others took too long to get to the point, and a few were even full of lies.

But not all of them. Every now and again, I stumbled across a book that was truly special, one that I didn't just set aside and forget, but that stuck with me forever, shifting the way I thought, the way I acted, even who I was as a person.

And today, I'd like to give you a list of them.

In this PDF, I've organized them by category, giving you the title and the author, as well as a few thoughts on why the book is important. I also included links to the book on Amazon, so you can purchase it there. By the way, these are not affiliate links so I'm not making any money if you buy from these links.

Or as I said earlier, you can go to the library. Every book here should be available in most libraries. Many of them aren't even that popular, so there shouldn't be a waiting list to check them out.

But listen ...

The real test here isn't obtaining the books. It's committing yourself to read them.

I can encourage you, cajole you, maybe even shame you into picking up copies of a few of them, but you're the only one who can set aside the time to read them. It's a commitment you have to make for yourself.

If you're willing to make that commitment, I think you'll find these books contain everything you need to build a better life for yourself. Or if not everything, certainly a strong foundation.

I'm living proof. When I started reading these books, I was just a kid in a wheelchair, scraping by on government handouts, barely able to survive, much less think about building a better life for myself.

But they changed me. Not right away, but page by page, book by book, I slowly transformed into the man I needed to be.

I believe they'll do the same for you... if you let them.

Warmest regards,

Jon Morrow

Mindset

You might be tempted to skip over this section, because it's not sexy, but listen...

Mindset is the foundation for *everything*.

Want to have enough money to live comfortably?

First you need to pull out your mental “baggage” around money and really examine it. You'll need to resolve those internal conflicts before you'll have any real chance at building wealth.

Want to expand your social circle?

First you need to get a handle on anxiety, stress, and depression – all things that make it really difficult to build meaningful relationships. By learning how to deal with them better, it becomes much easier to attract the right people into your life.

Want to improve your health?

First you need to develop the self-discipline necessary to take care of your body. If you don't, you'll eventually run out of willpower and quit.

The bottom line:

There's an internal side to success that you can't ignore. These books will help you with that. If you're wondering where to start, begin here.

Life Philosophy

- [The Obstacle Is the Way](#) by Ryan Holiday

What do Steve Jobs, Theodore Roosevelt, Thomas Edison, and pretty much every other peak performer have in common? They all study and practice stoicism. A lot of the books on the topic are ancient and difficult to decipher, but Ryan does a great job bringing the

philosophy into modern times and making it accessible to everyone.

- [Daring Greatly](#) by Brene Brown

If you've ever wished you could be more courageous, this is your book. Brene dives deep into the science of vulnerability and courage, not only helping you understand how they work, but inspiring you to do exactly what the title says: dare greatly.

- [The Four Hour Workweek](#) by Tim Ferriss

Wonderful book with an unfortunate title. Contrary to how it sounds, this isn't a "get rich quick" book. It's actually about freedom and practical advice for how to achieve it. I reread it at least once per year.

- [Love Yourself like Your Life Depends on It](#) by Kamal Ravikant

A short, simple, but immensely powerful book focused around this question: how would you be living right now if you really cared about yourself? It also gives the best advice I've ever read for becoming truly comfortable in your own skin.

Overcoming Your Internal Demons

- [Ego Is the Enemy](#) by Ryan Holiday

When I finished this one, I flipped back to the beginning and started reading the whole thing again. It's that good. The sequel to *The Obstacle Is the Way* (mentioned above), *Ego Is the Enemy* goes into exhaustive detail about all the ways our egos hurt us and gives advice on how to keep yours in check. Personally, I have a huge ego, and I was on my way to destroying myself before this book pulled me back to sanity. Highly recommended.

- [The Depression Cure](#) by Stephen S. Ilardi

The most practical book I've read on dealing with depression. Nothing woo-woo, everything backed by science, with concrete steps you can implement immediately. Admittedly, the depression I deal with is relatively minor, but I found the advice to be quite effective.

- [Feeling Good](#) by David D. Burns

Officially, this book is about dealing with depression and anxiety without medication, but it's really so much more than that. Dr. Burns teaches a technique for uncovering thoughts that are holding you back and eliminating them. Certainly helped me, and I find myself using the technique on a daily basis.

- [Play It Away](#) by Charlie Hoehn

Working so hard you feel like you're about to have a nervous breakdown? This book will help. Charlie used to be a workaholic, eventually developing crippling anxiety, and in this book, he talks about how he learned to have fun again. If you're not a workaholic, you can skip this one, but for those of us who are... it's a lifesaver.

Achieving Your Goals

- [The Compound Effect](#) by Darren Hardy

The fundamentals of success. There are lots of books that repeat the same principles and strategies recommended here, stretching back to Zig Ziglar and Jim Rohn, but this one is a good distillation and summary, and it's written in an accessible style.

- [Unlimited Power](#) by Tony Robbins

A controversial figure, Tony Robbins still remains one of my favorites, mostly because I've gotten excellent results from his techniques. In *Unlimited Power*, he introduces a lot of concepts from neurolinguistic programming like state management, anchoring, meta-programs, and so on. Make no mistake... all of it is pseudoscience, and I was extremely skeptical at first, but I've found it to be surprisingly effective.

- [Awakening the Giant within](#) by Tony Robbins

The follow up to *Unlimited Power* (mentioned above). Tony introduces additional mental frameworks, taking you deeper into his methodology. Again, some of this stuff strikes me as strange, but after doing the exercises, I got fantastic results.

Thinking Skills

- [Decisive](#) by Chip and Dan Heath

Most people don't realize this, but decision-making is a skill, and it has a bigger impact on your success than perhaps anything else. In this book, Chip and Dan Heath teach you the science of making good decisions – and yes, there is an actual science. I've found their process especially helpful in business, where it's helped me avoid some costly mistakes, but it's useful in your personal life as well.

- [The Art of Learning](#) by Josh Waitzkin

Ever see the movie, *Searching for Bobby Fisher*? Well, *The Art of Learning* is written by the kid (now a grown man) that the movie was based on, proposing that learning is actually a skill, and you can “learn how to learn,” allowing you to master other skills in a shorter amount of time. It's true. Brilliant book.

- [The Power of Habit](#) by Charles Duhigg

We all have a collection of habits that govern our lives. Learning how to recognize those habits and then change them to achieve your objectives is a core skill for becoming successful. In *The Power of Habit*, Duhigg walks you through a process for doing exactly that. The reason this book is so groundbreaking is it demonstrates the science of habit change, where it was merely pseudoscience before.

Wealth

Want a little more money in your bank account?

Perhaps a little passive income to make your life easier? Or maybe you'd like to take the long march to becoming a millionaire?

These books can help.

Productivity

- [Scrum](#) by Jeff Sutherland

If you've never heard of it, Scrum is the productivity system used by engineers to create the world's most popular software and gadgets. Hearing that, you might think, "Well, I'm not an engineer, so it doesn't apply to me," but you can actually use it for anything. About a year ago, I began using a modified version for both my work and personal life, and my productivity easily doubled. So, give it a chance.

- [The War of Art](#) by Steven Pressfield

What keeps so many of us from doing the things we long to do? Things like writing a book or starting a business or traveling the world? Steven Pressfield has the answer, and for me, it was life-changing. Whenever I find myself procrastinating, I read this book, and it immediately puts me back on track.

- [The Effective Executive](#) by Peter Drucker

Ever notice how some people are super busy, but they never seem to accomplish much? This book talks about why. Drucker dives into how to make sure you're not just working hard, but working smart, touching on topics like focusing on your strengths, prioritization, and decision-making. Highly recommended, even if you're not an executive.

Personal Finance

- [The Millionaire Next Door](#) by Thomas Stanley

The best book for helping you overcome any biases you might have about money. For instance, you probably think millionaires live in big houses, drive fancy cars, and get paid crazy salaries, right? But it's a myth. The vast majority of millionaires are normal people living simple lives, earning no more money than the average person, but they spend and invest their money wisely. Shows just how achievable getting rich really is.

- [The Bogleheads Guide to Investing](#) by Taylor Larimore and Mel Lindauer

Of all the different books on investing, this is my favorite one. It's simple, easy to follow, and based on proven techniques, not get rich quick mumbo-jumbo. It also exposes just how ineffective most other strategies are. For instance, did you know it's a bad idea to buy stocks in individual companies, have any broker invest your money for you, or purchase mutual funds? But it's true, and this book proves it.

- [I Will Teach You to Be Rich](#) by Ramit Sethi

The most up-to-date, comprehensive book on personal finance in general, covering everything from credit cards to basic investing advice. Ramit also has a gift for making entertaining subjects fun and approachable. If you've found other personal finance books to be a slog, give this one a try.

Entrepreneurship

- [The Lean Startup](#) by Eric Ries

Starting a business is risky, right? Well, what if there was a scientific system for managing that risk, a way to minimize your chances of running out of money before you create a breakthrough product?

That's exactly what Eric Ries gives you in *The Lean Startup*. It's a profound book that had a profound impact on my business.

- [Zero to One](#) by Peter Thiel

Regardless of how you feel about his politics, there's no doubt that Thiel is one of the most successful entrepreneurs and investors alive, and *Zero to One* outlines his philosophy of business. In my opinion, it's the most original business book ever published, stuffed with so many brilliant insights that I reread it at least once a quarter.

- [Good to Great](#) by Jim Collins

Where *The Lean Startup* and *Zero to One* teach you how to start a successful business, *Good to Great* shows you how to make it endure for decades or even centuries, consistently outperforming your competitors by focusing on the fundamentals. Without a doubt, it's one of the best business books written in the past several decades.

People Skills

A simple fact:

To achieve anything of note in life, you're going to need help from other people.

You'll have to communicate with them. You'll have to persuade them. Horror of horrors, you might even have to manage them.

The good news?

There are lots of books that can help. Here are some of my favorites.

Communication

- [People Skills](#) by Robert Bolton

Confession time. Growing up, I was super geeky, spending most of my time with computers, and so I basically had no idea how to interact with people. I bought lots of books on the topic, and this was by far the best one. It's practical, clear, and comprehensive enough to help even the nerdiest of nerds level up their people skills. In case you're wondering though, no, it's not a substitute for actually spending time with people. Sorry. ;-)

- [Crucial Conversations](#) by Kerry Patterson, Joseph Grenny, Ron McMillan and Al Switzler

One of my favorite quotes is from Tim Ferriss, saying, "A person's success in life can usually be measured by the number of uncomfortable conversations he or she is willing to have." The problem is, most of us suck at confrontation. The solution? This book. I've used the framework, and the most difficult part is remembering what to do in the middle of a difficult conversation. If you can do that, it works like gangbusters.

- [Made to Stick](#) by Chip and Dan Heath

The science of crafting messages that people can never forget. As a writer, the techniques I learned in this book were solid gold, helping me write things that people continue to talk about years later. But it's not limited to writing. You can apply these principles to your daily interactions with other people, making them 10X more likely to remember you and what you have to say.

- [On Writing Well](#) by William Zinsser

Whenever anyone asks me for advice on how to become a better writer, I always tell them to start with this book. It's not going to help you win a Pulitzer, but it does a great job teaching you how to write clearly and concisely – the two most important parts of good writing. I read it when I was in college, and grades on all my writing assignments immediately improved.

Management

- [The One Minute Manager](#) by Ken Blanchard and Spencer Johnson

If you just landed your first management position, this is the first book I would recommend reading. It's overly simplistic and maybe even a little patronizing, but it also gives some practical advice you can use to immediately become a better manager. You can also read the entire book in an hour or two, meaning you have no excuse to avoid it, even if you're the busiest manager on planet Earth.

- [High Output Management](#) by Andy Grove

More executives recommend this management book than any other, and there's a reason why: it does a great job teaching you the fundamentals. Written by the famous CEO of Intel, Andy Grove, it walks you through all of the most important aspects of managing other people. Much more comprehensive than *The One Minute Manager*, but it's also much longer and harder to read, so I'd recommend picking it up second.

- [The Hard Thing about Hard Things](#) by Ben Horowitz

This is the best book about managing other people when you're the CEO. That being said, it's not for everyone. If you have no desire to be CEO of a fast-growing company, you can skip this one. Personally though, I found myself being thrust into the CEO role after starting a blog that morphed into a publishing business, and I found it more helpful than any other on the topic. Highly recommended for anyone starting their own company, especially if you're operating in any industry somehow related to technology.

Persuasion

- [Influence: The Psychology of Persuasion](#) by Robert Cialdini

The science of getting other people to do what you want. As strange as it sounds, there is an actual science to it, and it's immensely powerful, both in business and in your personal life. It helps you influence other people, but it also helps you guard against the influence of others. The principles Cialdini talks about are also the foundation for every other book written on the topic.

- [Switch](#) by Chip and Dan Heath

Another book on the science of persuasion, and this one is far less theoretical than *Influence* (mentioned above). It gives you a detailed framework for changing the behavior of others, both in your personal life and society as a whole. I've used it in every facet of my life, and it's astonishing how effective it is.

- [Cashvertising](#) by Drew Eric Whitman

So, this is going to sound strange. To me, marketing is just a subset of persuasion, and my favorite marketing book of all time is *Breakthrough Advertising* by Eugene Schwartz, but it's out of print and costs like \$500 on eBay, so I'm recommending this book instead. It does a great job summarizing all the best marketing books, including *Breakthrough Advertising*, and it's much easier to find in print.