



## BOOK RECOMMENDATIONS

January 2012

### **The Richest Man in Babylon**

**Author:** George S. Clason

Travel back in time as you read this enlightening, insightful book on financial investment and fiscal success. Through a series of delightful short stories, straight from the heart of ancient Babylon, learn economic tips and tools for financial success that have withstood the test of time and that are applicable still today. Enjoy reading and start saving today!

June 2011

### **The Essential Wooden**

*A Lifetime of Lessons on Leaders and Leadership*

**Author:** John Wooden and Steve Jamison

*"There is nothing fancy in what I teach about team building - nothing that requires a special gift, privilege, or access to power. Rather, it requires dedication to certain principles and concepts, which I include in this book."  
- John Wooden*

The Essential Wooden is the ultimate collection of Wooden's opinions and observations on achieving exceptional leadership in any organisation, with 200 invaluable lessons for inspiring championship performance.

Coach Wooden offers his hard - won wisdom on building an organisation that performs at its full potential under pressure, from preparing and training the team to instilling personal drive and dedication. He takes his famous Pyramid of Success to the next level, filling the entire book with his straight - shooting personality and keen insight on human nature.

Wooden shares rarely seen preseason letters to his players, revealing how he instilled productive attitudes and winning ways. He also includes

previously unpublished analyses from his former players and managers, including Bill Walton and Kareem Abdul - Jabbar.

From Wooden's earliest days as a leader through his legendary UCLA dynasty, *The Essential Wooden* distills a lifetime of learning into the leadership playbook for the twenty - first century.

Refer to Fletch's Journal Posting July 2010 - To be the Best Learn from the Best No.2 - John Wooden

May 2011

### **The Strangest Secret**

**Author:** Earl Nightingale

**I'd like to tell you about the strangest secret in the world...**

Live this new way, and the floodgates of abundance will open and pour over you more riches than you may have dreamed existed. Money? Yes, lots of it. But what's more important, you'll have peace. You'll be in the minority who lead calm, cheerful, successful lives. Start today. You have nothing to lose, but you have a life to win.

Note: The audio version of the *Strangest Secret* has sold well over a million copies and earned the *1st Gold Record* for the spoken word.

April 2011

### **The Coach**

**Author:** Ric Charlesworth

*"THE COACH takes you inside Ric's sports world. It's fascinating, extremely well planned and thought provoking - but then that is Ric's way. A must read for players and coaches regardless of your sport."*

*Wayne Bennett - Seven Times NRL Premiership Coach*

Ric Charlesworth confirmed his place as Australia's most successful and innovative coach after steering the Hockeyroos to back-to-back gold medal victories at the Atlanta and Sydney Olympics.

Voted "Coach of the Year" six times, he has represented Australia as a hockey player in four Olympic Games and scored over 2300 runs in First Class cricket. After graduating in medicine, he was a Federal MP for ten years. In 2009 Charlesworth was appointed coach of the Australian men's national hockey team, the Kookaburras. The team went on to win the 2009 Men's Hockey Champions Trophy; the 2010 Hockey World Cup; the 2010 Men's Hockey Champions Trophy; and the 2010 Commonwealth Games Men's Hockey Gold Medal.

Ric has also served as technical adviser of the men and women's Indian hockey teams, the high-performance manager for the New Zealand cricket team and as a performance consultant with the Fremantle Football Club. This successful and diverse background has shaped his often-radical approach to coaching.

Taking the Hockeyroos' triumph at the 2000 Games as his starting point, Ric offers fascinating and useful insights into his innovative coaching philosophies. These ideas can be applied within and outside the sporting world to achieve success. His theories about co-operation and striving for excellence can be used by managers, business people and everyone who is working to reach a goal.

*"My reading round sporting performance, and in particular coaching, has been prolific... But none in my opinion do it better than THE COACH."  
David Parkin - Four Times AFL Premiership Coach.*

March 2011

### **Think and Grow Rich**

**Author:** Napoleon Hill

WHAT DO YOU WANT MOST?

Is it Money, Fame, Power, Contentment, Personality, Peace of Mind, Happiness?

The Thirteen Steps to riches described in this book offer the shortest dependable philosophy of individual achievement ever presented for the benefit of the man or woman who is searching for a definite goal in life.

This book conveys the experience of more than 500 men of great wealth, who began at scratch, with nothing to give in return for riches except THOUGHTS, IDEAS, and ORGANISED PLANS. Here you have the entire philosophy of moneymaking, just as it was organized from the actual achievements of the most successful men known to the American people during the past 50 years. It describes WHAT TO DO, also, HOW TO DO IT! It presents complete instructions on HOW TO SELL YOUR PERSONAL SERVICES.

Perhaps you do not need all that is to be found in the book no one of the 500 men from whose experiences it was written did but you may need ONE IDEA, PLAN OR SUGGESTION to start you toward your goal.

February 2011

## **Creative Coaching**

### **New ways to maximize athlete and team potential in all sports**

**Author:** Jerry Lynch

Are the methods you've used before no longer working? Are you frustrated that traditional approaches produce unsatisfactory results? Now there is a new and better way to work with your athletes, team, and others on your coaching staff - one that will add to your coaching repertoire and your win totals.

*Creative Coaching* is a strategic handbook for addressing the challenges of coaching modern athletes and maximizing their sport performance. Written by one of the USA's top coaching consultants, the book presents innovative techniques that apply to a wide variety of situations to help you meet the challenges of your role as a coach.

January 2011

## **The Greatness Guide**

### **101 Lessons for making what's good at work and in life even better**

**Author:** Robin Sharma

Each one of us is called to greatness. We can have significant impact on the world around us - if we so choose. If you are looking to craft an extraordinary life, *The Greatness Guide* is the powerful and practical handbook that will inspire you. Passionate, provocative, and full of big ideas that will challenge and transform, *The Greatness Guide* will show you exactly how to experience remarkable results in business and in life. *The Greatness Guide* will help you discover the personal practices of truly successful people, learn powerful tools for achieving work - life balance, and get to your highest potential.

December 2010

## **The One Minute Negotiator**

### **Simple Steps to Reach Better Agreements**

**Author:** Don Huston and George Lucas

Does the prospect of negotiating make you tense? Do you find yourself avoiding negotiations whenever you can? You may have *negotiaphobia*. Now for some good news: There is a cure. In this engaging business parable Don Huston and George Lucas show you a simple yet profound negotiating approach anyone can use in any kind of setting, from competitive and adversarial to cooperative and

collegial. Get the best possible outcome every time - without unnecessarily making enemies or giving yourself an ulcer.

December 2010

### **Sacred Hoops**

**Author:** Phil Jackson

*Sacred Hoops* is an inside look at the higher wisdom of teamwork from legendary coach Phil Jackson. At the heart of the book is Jackson's philosophy of mindful basketball - and his lifelong quest to bring enlightenment to the competitive world of professional sports. One of the most successful coaches in NBA history, Jackson has developed a new paradigm of leadership based on Eastern and Native American principles. In this inspiring memoir, filled with stories about Michael Jordan, Scottie Pippen, Toni Kukoc, Dennis Rodman, and other members of the Bulls, Jackson reveals how he directs his players to act with a clear mind - not thinking, just doing; to respect the enemy and be aggressive without anger or violence; and to live in the moment and stay calmly focused in the midst of chaos, so that "me" becomes the servant of "we." This thought provoking book takes you inside the mind of the thinking man's coach as he builds one of the greatest teams of all time and deals with the inevitable cycle of change. *Sacred Hoops* is not just for sports fans, but for anyone interested in the potential of the human spirit.

November 2010

### **First you have to row a little boat**

**Author:** Richard Bode

A young man discovers that he and his row boat have become one and the same; as he sails the seas so must he sail the seas of his own life. Thus the young man learns that to fathom the elements is to achieve mastery over oneself. With generosity and wisdom, the older man passes the cherished memories of his sailing youth to his own children - and to you...

November 2010

### **Living the 80/20 Way**

**Author:** Richard Koch

There is a way to relax, enjoy life, put loved ones first, express yourself to the max, and also achieve your dreams. Happiness, Richard Koch says, flows from doing less, not striving more. No surprise there, perhaps. But he also asserts that achievement and success can come from doing less. The claim is based on his ground - breaking research into the well

validated 80/20 Principle. Although it is not clear why, it is nearly always true that the great majority of results come from a small minority of causes or efforts, that 80% of results flow from just 20% of the causes eg. 80% of sales comes from 20% of the customers, we send more than 80% of our emails to fewer than 20% of our address book, and fewer than 20% of motorists cause more than 80% of accidents...

Koch focuses exclusively on how to succeed personally as well as professionally, to make a good life as well a living - doing less. The key he says is to work out the few things that are really important and the few methods that will give us what we really want, and to act on them, while ignoring the mass of trivia that that normally engulfs our lives.