

As I sit here in my office surrounded by more than 3,000 business books it's pretty tough to narrow it down to just a handful of the very best. However, if I were going to pick the top 60 (or so) books that I feel give the very best information for how to run a business successfully, this would be my list:

***** In no particular order *****

1. In Search of Excellence -- Tom Peters
2. The Little BIG Things -- Tom Peters
3. Good to Great -- Jim Collins
4. Built to Last -- Jim Collins
5. What Really Works -- Joyce, Nohria, Roberson
6. The Truth About leadership -- Kouzes and Posner
7. Authentic Leadership -- Bill George
8. Indispensable -- Joe Callaway
9. Becoming a Category of One -- Joe Calloway
10. The Discipline of Teams -- Katzenbach and Smith
11. The Five Dysfunctions of a Team -- Patrick Lencioni
12. Team Building (fourth edition) -- Dyer, Dyer and Dyer
13. Lessons in Excellence from Charlie Trotter -- Paul Clarke
14. Kiss Theory Goodbye -- Bob Prosen
15. Mavericks at Work -- Taylor and LaBarre
16. On Becoming a Leader -- Warren Bennis
17. The Great Game of Business -- Jack stack
18. The Starbucks Experience -- Joseph Michelli
19. The New Gold Standard -- Joseph Michelli



20. Customers for Life – Carl Sewell
21. At America's Service -- Karl Albrecht
22. The Northbound Train -- Karl Albrecht
23. Leading People -- Robert Rosen
24. The Definitive Drucker -- Elizabeth Edersheim
25. What the Best CEOs know – Krames
26. Teaching the Elephant to Dance -- James Belasco
27. If Aristotle ran General Motors -- Tom Morris
28. The Rockefeller Habits – Vern Harnish
29. The Orange Revolution – Adrian Gostick and Chester Elton
30. All In – Adrian Gostick and Chester Elton
31. Nobel Enterprise – Darwin Gillette
32. Blue Ocean Strategy – W. Chan Kim and Renee Mauborgne
33. Primal Leadership – Daniel Goleman, Richard Boyatzis and Annie McKee
34. The Leader of the Future – Hesselbein, Goldsmith and Beckhard
35. Execution – Larry Bossidy and Ram Charan
36. Love is the Killer App -- Tim Sanders
37. Start with Why – Simon Sinek
38. Up Your Business -- Dave Anderson
39. The 100 Best Business Books of All Time – Jack Covert and Todd Stattersten
40. Simply Better – Patrick Barwise and Sean Meehan
41. Referral Engine – John Jantsch
42. Duct Tape Marketing – John Jantsch
43. Managing with a Conscience – Frank Sonnenberg
44. Six Disciplines Execution Revolution – Gary Harpst
45. Repeatability – James Allen and Chris Zook



46. The Thank You Economy – Gary Vaynerchuck
47. Crush It – Gary Vaynerchuk
48. Firms of Endearment - Rajendra S. Sisodia, David B. Wolfe, Jagdish N. Sheth
49. Leading in a Culture of Change- Michael Fullan
50. Do It Marketing – David Newman
51. Who – Geoff Smart and Randy Street
52. Playing to Win – A.G. Lafley
53. Stick With It – Lee Colan
54. The Strategy Book – Max McKown
55. The Little Black Book of Innovation - by Scott D. Anthony
56. The Decision Book - by Mikael Krogerus
57. Contagious - by Jonah Berge
58. Ctrl Alt Delete – by Mitch Joel
59. Nice Companies Finish First - by Peter Shankman
60. A World Gone Social - by Ted Coiné and Mark Babbitt
61. The Charge – Brendon Burchard
62. The 46 Rules of Genius – Marty Neumeier

***63. Awesomely Simple – John Spence*

***64. Letters to a C.E.O. – John Spence*



I could easily recommend 75 or 80 more, but I think that if you were to read these books they would give you the best overall view on how to build, lead and grow a highly successful organization. If you do not see one of your VERY favorites, please send me a note in case I have not read it yet.

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John has twice been named by Trust Across America as one of the Top 100 Business Thought Leaders in America and has been recognized by that organization as one of the top 100 Thought Leaders in the world in the area of "Trustworthy Business Behavior." Other recipients of this award include: Sir Richard Branson, CEO of the Virgin Group, Howard Schultz - CEO of Starbucks, Tony Hsieh - CEO of Zappos, acclaimed business consultant Ram Charan, internationally renowned author Thomas L. Friedman, and business authors Patrick Lencioni, Tom Peters, Rosabeth M. Kanter and Jim Kouzes. John has also selected as one of the top 100 Small Business Influencer in America along with Malcolm Gladwell, Seth Godin and Apple and also as one of the top 500 Leadership Development Experts in the world.

John has been a guest lecturer at over 90 colleges and universities across the United States including Duke, Cornell, Stanford and the Wharton School of Business at the University of Pennsylvania. John currently serves as the Director of Best Practice Innovation for the Best Practice Institute and as an instructor for the Entrepreneurial Masters Program at MIT.

For more than 20 years John has traveled upwards of 220 days a year to assist clients such as Microsoft, GE, IBM, Apple, Merrill Lynch, Bank of America, State Farm, All State, and dozens of smaller companies, associations and not-for-profit organizations.