



Personal Development Cheat Sheet

Books

1. **The Daily Stoic: 366 Meditation for Clarity, Effectiveness, and Serenity**
 - a. Provides daily reminders on how to live life using the stoic philosophy.
2. **The Score Takes Care of Itself: My Philosophy of Leadership**
 - a. Learn from NFL Championship winning coach Bill Walsh and how he turned around a sad 49er football team into champions.
3. **13 Things Mentally Strong People Don't Do: Take Back Your Power, Embrace Change, Face Your Fears, and Train Your Brain for Happiness and Success**
 - a. Learn what you can and can't control in a situation, and you focus your energy on the things that matter.
4. **Atomic Habits: An Easy & Proven Way to Build Good Habits & Break Bad Ones**
 - a. Gives the framework for how to adopt healthy behaviors.
5. **The Obstacle Is The Way: The Timeless Art of Turning Trials into Triumph**
 - a. Great stories of historical figures who overcame challenges in life and started living their great life
6. **Essentialism: The Disciplined Pursuit of Less**
 - a. We can't do everything, and this book provides tips on how to setup boundaries so you can focus on your most important goals.
7. **Never Split The Difference: Negotiating as if Your Life Depended on It**
 - a. Learn different tactics that will make you a better negotiator in life
8. **The Laws of Human Nature**
 - a. If you're having trouble understanding people or interacting with people, this book will help you know the tactics to work with people.
9. **The War of Art: Break Through the Blocks & Win Your Inner Creative Battles**
 - a. Procrastination, imposter syndrome, and self-limiting beliefs are something that every person faces, and this book will give you the framework on how to overcome these obstacles.
10. **The Alchemist**
 - a. Great fiction book about pursuing your goals and the person you are meant to be.



11. Sapiens: A Brief History of Humankind

- a. Learn how people got start and how we have the living situation we have now by studying the history of humankind.

12. The Dip: A Little Book That Teaches You When To Quit (And When To Stick)

- a. If you're having a hard time deciding on what to do with you life, this short book can help out.

13. The 33 Strategies of War

- a. There is also going to be conflict in our lives, and this book gives you the resources on how to deal with that conflict what to look out for.

14. The Feeling Good Handbook

- a. We all have a script that we tell ourselves and this book covers the different cognitive distortions that affect the script that we're telling ourselves.

15. Extreme Ownership: How U.S. Navy SEALs Lead and Win

- a. We're all going to make a mistake and have problems in our lives, and this book covers the different tactics that will help you overcome setbacks and obstacles in your way.

16. So Good They Can't Ignore You: Why Skills Trump Passion in the Quest for Work You Love

- a. This book can help you decide on what you should pursue in life and how to do it.

17. Who Moved My Cheese? An A-Mazing Way to Deal with Change in Your Work and in Your Life

- a. Life is always going to change, and this book gives you the right mindset to deal with that change.

18. Mastery

- a. If you want to gain more control over your life, then mastery over yourself is require and this book provides the tactics to do so.

19. The 48 Laws of Power

- a. Power is influence and this book discusses the tactics how people use power to gain influence over others. Know the tactics and these laws of power will be less effective on you.

20. Start With Why: How Great Leaders Inspire Everyone To Take Action

- a. Instead of asking what should I do to today, ask what am I working towards? And this book will help with that and help you lead others and yourself.



Podcast Episodes

- 1. James Altucher Podcast 593 - How to Be MORE Informed Than The Average Person with Jack Perry**
 - a. People say not reading the news = being “uninformed.” I disagree. I read books (history books, biology books, evolutionary books, economics books, etc.). But now, we live in a new world. And yesterday's information can become outdated tomorrow. So that begs the question, how do you stay informed? I called up Jack Perry, CEO of Synback, which has its finger on the pulse of all media to learn WHERE real information will be sourced in the future. And how to stay in the know.

- 2. James Altucher Podcast 518 - “You Don’t Get What You Deserve. You Get What You Negotiate.”: Steve Cohen and James Share 10+ of The Best Negotiation Strategies to Increase Your Salary, Buy & Sell Businesses & Get More Vacation Time**
 - a. I’ve been through almost every type of negotiation: salary negotiation, vacation time, buying businesses, selling businesses, getting equity, etc. The only negotiation I haven't tried personally is hostage negotiation. But I interviewed one from the CIA. And learned a lot to apply to other negotiations. So I decided to take all my best negotiation tips and put them into one podcast. Here’s me with Steve Cohen on the subject.

- 3. Building a StoryBrand with Donald Miller #155: David Epstein—Why You Don’t Need to Specialize in Order to Succeed**
 - a. If you manage a team, you may think you need a collection of top-notch specialists. But you’ll second-guess that strategy after you listen to today’s podcast. David Epstein joins us to show the power of having range -- broad, generalized knowledge that helps us see hidden patterns and solve big problems.

- 4. Building a StoryBrand with Donald Miller #169: Rebekah Lyons—The Magic of “Less” to Manage Stress**
 - a. You may not even realize it, but you’re stressed out. Today’s modern world is undermining all our efforts to live a full and productive life. In this episode, Rebekah Lyons will help you identify and manage anxiety so you can prevent burnout and actually improve your productivity. If you think you’ve heard it all before, this tender yet powerful conversation will open your mind to new possibilities.

- 5. The Jordan Harbinger Show - 256: Malcolm Gladwell | What We Should Know about Talking to Strangers**



- a. Malcolm Gladwell joins us to explain why the tools we use when we talk to our friends betray us when we talk to strangers -- and what we can do about it.
- 6. The Jordan Harbinger Show - 300: Simon Sinek | How to Play the Infinite Game**
 - a. Simon Sinek returns to discuss his latest offering, The Infinite Game, which offers a framework for leading with an infinite mindset in a limitless world.
 - 7. The Tim Ferriss Show - Greg McKeown — How to Master Essentialism (#355)**
 - a. “If you don’t prioritize your life, someone else will.” — Greg McKeown
 - 8. The Tim Ferriss Show - Eric Schmidt — Lessons from a Trillion-Dollar Coach (#367)**
 - a. “You can systematize innovation even if you can’t completely predict it.” — Eric Schmidt
 - 9. Noah Kagen Presents - Business Finance Professor — Teaching Markets and Valuation Tips**
 - a. The ‘Dean of Valuation’, MBA and Ph.D. Aswath Damodaran teaches finance at NYU. Learn how the markets will affect your business, market pricing vs. investing, 3 E’s of teaching, strategies and stock picks, and TONS more.
 - 10. Noah Kagen Presents - 10 Life Formulas and Concepts To Use In Everyday Life**
 - a. Neville Medhora — six-figure copywriter and frequent guest on my podcast — hijacked my episode. It’s a mystery episode where Neville shares his best life tips. Or, he might just spend the episode saying his URL over and over again. Let’s find out...
 - 11. Freakonomics Radio - 68 Ways to Be Better at Life (Ep. 419)**
 - a. The accidental futurist Kevin Kelly on why enthusiasm beats intelligence, how to really listen, and why the solution to bad technology is more technology.
 - 12. Freakonomics Radio - How to Change Your Mind (Ep. 379)**
 - a. There are a lot of barriers to changing your mind: ego, overconfidence, inertia — and cost. Politicians who flip-flop get mocked; family and friends who cross tribal borders are shunned. But shouldn’t we be encouraging people to change their minds? And how can we get better at it ourselves?
 - 13. Big Questions With Cal Fussman - Amy Morin: On Mental Toughness**
 - a. The best-selling author of 13 Things Mentally Strong People Don’t Do gives Cal lessons on training your brain for happiness and success. It couldn’t have come at a better time for Cal, who was recently challenged to lift his game as a CEO and responded with an outlandish goal to bring in \$1,000,000 of revenue by the end of May without the slightest idea how. Once she hears



Cal's background, Amy, a psychotherapist, thinks it's good for Cal to embrace this crazy idea and encourages him to go for it.

14. Big Questions With Cal Fussman - Andy Grammer: On Creation

- a. You'll also understand how Andy went from singing for coins on the Third Street Promenade in Santa Monica to singing the national anthem at the World Series.

There are many takeaways that apply to the creation process in this episode of Big Questions that reach way beyond music and can be used in everybody's day-to-day life.

By the end of the conversation, you'll probably catch yourself singing: Keep Your Head Up and Honey, I'm Good, as well.

15. Cafe Con Pam - 136 - Taking A Stand On Wellness with Kayla Nedza

- a. Kayla Nedza shares her story of knowing she was adopted and navigating life as a WOC in the Health and Wellness space.

16. Cafe Con Pam - 118 - Achieving goals by being flexible with Adacelis Perez

- a. Listeners, Ada shares about her healing journey and how she had to give up her life to help her mother after the loss of her father. We talk about having an attitude of gratitude and how living this shaped her career. Ada also tells us about her book "Anxious Mom, Anxious Child" and she inspires us to believe we can also write a book.

17. Her Dinero Matters - Financial Resilience and Defeating Underearning with Kara Perez | HDM 198

- a. Financial resilience is having the grit to get through any financial challenges that is thrown at you.

If you have found yourself with an income that barely pays the bills and is not enough to get ahead in paying off your debt this episode is for you.

Kara Perez shares her story and how she financially resilient she was and so much more in this episode.

18. Her Dinero Matters - How to Stop Being Broke and Thrive with Angelina Rosario | HDM 182

- a. How to stop being broke starts from within, not with your paycheck.

In this episode, we chat with Angelina Rosario who found herself broke.

This was a turning point in her life which lead to reflection, growth and to thriving in her financial life.



19. The Tai Lopez Show - Billionaire Naveen Jain's Ways of Learning

- a. The saying goes, “you can lead a horse to water, but you can’t make it drink,” to demonstrate that if someone doesn’t want or is unwilling to do something for themselves that would be good for them, there is little you can do. But if you focus your efforts instead on how you make the horse thirsty, you’ve solved the problem.

This thirst is what Naveen Jain says anyone who wants to be successful needs to cultivate. It is intellectual curiosity, and a desire to constantly learn, and it is what separates the greats, those who are super successful, from the rest.

20. The Tai Lopez Show - 17 Ways to Get Motivated and Stop Procrastinating

- a. Motivation is required for success. It’s as simple as that. But while most people understand this truth, few people take the time to learn how to motivate themselves effectively and well. People learn a few of the things that motivate them, like money, or relationships, or achievement, and they put all their energy into that one aspect.

YouTube Videos

1. Amazon Empire: The Rise and Reign of Jeff Bezos (full film) | FRONTLINE

- a. An inside look at how Amazon CEO Jeff Bezos built one of the largest and most influential economic forces in the world — and the cost of Amazon’s convenience.

2. The Laws of Human Nature | Robert Greene | Talks at Google

- a. Robert Greene returns to Google to explore his latest and most monumental work yet, "The Laws of Human Nature". In the talk, Robert discusses how to detach from one's emotions to better understand intrinsic motivations in order to make better decision and master self-control.

3. The key to transforming yourself -- Robert Greene at TEDxBrixton

- a. Why do we fixate on the things we can see immediately when we crave change? In this passionate talk Robert Greene shares the key to transforming ourselves and also talks about his own personal transformation and his path to becoming a bestselling author.

4. Greg McKeown: "Essentialism" | Talks at Google



- a. Have you ever found yourself stretched too thin? Do you sometimes feel overworked and underutilized? Does your day sometimes get hijacked by someone else's agenda? Have you ever said "yes" simply to please and then resented it? If you answered yes to any of these, the way out is the Way of the Essentialist.

The Way of the Essentialist involves doing less, but better, so you can make the highest possible contribution.

5. Overcoming Fear and Taking the Third Door | Alex Banayan Keynote at Intuit QuickBooks Connect

- a. The day before his freshman-year final exams, Banayan hacked The Price is Right, won a sailboat, sold it, and used the money to fund his quest to learn from the world's most innovative leaders. Over the course of his unprecedented seven-year journey, Banayan interviewed Bill Gates, Lady Gaga, Larry King, Maya Angelou, Steve Wozniak, Jane Goodall, Jessica Alba, Quincy Jones, and more.

6. Ryan Holiday: "Stillness is the Key" | Talks at Google

- a. Ryan Holiday joins Talks at Google to discuss how he draws on timeless stoic and Buddhist philosophy to demonstrate why slowing down is the secret strategy for those charging ahead.

7. When ideas have sex | Matt Ridley TED

- a. Matt Ridley shows how, throughout history, the engine of human progress has been the meeting and mating of ideas to make new ideas. It's not important how clever individuals are, he says; what really matters is how smart the collective brain is.

8. Why I read a book a day (and why you should too): the law of 33% | Tai Lopez | TEDxUBIWiltz

- a. In this talk, Tai Lopez reminds us that everyone wants the good life, but not everyone gets the good life because not everyone is willing to do what it takes.

9. The Secret of Becoming Mentally Strong | Amy Morin | TEDxOcala

- a. Everyone has the ability to build mental strength, but most people don't know how. We spend a lot of time talking about physical strength and physical health, but much less time on mental strength and mental health.

10. Choose yourself | James Altucher | TEDxSanDiego

- a. This talk was given at a local TEDx event, produced independently of the TED Conferences. James Altucher is now considered to be a renowned author and serial entrepreneur, but in this brutally honest talk, injected with outrageous humor, he reveals how at one point failure led him to consider suicide, and how he turned his life around by following five key practices.



- 11. The Most Eye Opening 10 Minutes Of Your Life | Les Brown**
 - a. Stop adding labels to your life and how to have a vision for you life.

- 12. WATCH THIS EVERY DAY - Motivational Speech By JOE ROGAN**
 - a. How to overcome the problems in your life and live your best life by doing what you're supposed to do.

- 13. The Best Advice I've Ever Heard - Bill Burr**
 - a. Learn how to empower yourself.

- 14. The Best Advice I've Ever Heard - Joe Rogan**
 - a. Learn how not to dabble in life and to learn how to live your life like you're the hero in your movie.

- 15. Arnold Schwarzenegger Motivation - 6 rules of success speech - with subtitles [HD]**
 - a. Condense version of his USC commencement speech.

- 16. GREATEST SPEECH EVER - Lilly Singh From Depression To Success | MOST INSPIRING!**
 - a. How painful moments can be your best learning moments in life.

- 17. The secret of self motivation One of the best speeches Ever (Mel Robbins)**
 - a. Learn how your brain is sabotaging you by preventing you from doing hard things and chooses the easy things.

- 18. Why Do We Fall - Motivational Video**
 - a. Different movies quotes about picking yourself backup from downfalls.

- 19. Eric Thomas | Motivational Speech | How Bad Do you**
 - a. Eric Thomas (aka ET The Hip Hop Preacher) shares The Secrets to Success in a passionate and energetic speech to students at Michigan State University (MSU). Central to ET's message is the now famous (and powerful) "When you want to succeed as bad as you want to breathe, then you'll be successful!" antidote.

- 20. Dwayne "The Rock" Johnson's Eye Opening Speech - Best MOTIVATION Ever 2019**
 - a. Learn the technique that The Rock uses to help him achieve his goals.