



# Books That Have Marked My Life — Part One

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Volume 14, Number 3

## Comments About Books That Have Marked Me

1. \_\_\_\_\_ of my life has been influenced by books.
2. Books have been my main \_\_\_\_\_.

*“Our chief want in life is somebody who shall make us do what we can.”*

— Ralph Waldo Emerson

3. \_\_\_\_\_ and \_\_\_\_\_ are the keys to a book marking my life.

*“I suggest that the only books that influence us are those for which we are ready, and which have gone a little further down our particular path than we have gone ourselves.”*

— E. M. Forster

4. Most of the influential books in my life have been \_\_\_\_\_ or \_\_\_\_\_ to me by others.
5. Great books touch our \_\_\_\_\_.

There is something sacred that touches human spirit between the covers of a good book — a place that only words or paper can find. When we read a book, our most essential trait — imagination — is given the opportunity to soar. And although the words in a book remain the same, their meaning changes as we grow from reading them over and over again.

## Books That Have Marked My Life:

### 1. *As A Man Thinketh* by James Allen

*"A dollar put into a book and a book mastered might change the whole course of a boy's life. It might easily be the beginning of the development of leadership that would carry the boy far in service to his fellow men."*

— Henry Ford

*"Books can take a person all over the world — a library card will take you farther than a driver's license."*

— Rueben Martinez

What I Received from *As A Man Thinketh*

- (1) My definition of character: "A man is literally what he \_\_\_\_\_, his character being the \_\_\_\_\_ of all his thoughts."
- (2) The seed thought for the "Law of Magnetism" in the *21 Irrefutable Laws of Leadership* book. James Allen wrote, "Men do not attract that which they \_\_\_\_\_, but that which they \_\_\_\_\_."
- (3) My philosophy of personal growth: "Men are anxious to improve their \_\_\_\_\_, but are unwilling to improve \_\_\_\_\_, they therefore remain bound."

(4) The seed thought for the “Law of the Price Tag” in the 17 *Indisputable Laws of Teamwork*. James Allen wrote: “He who would accomplish little must sacrifice \_\_\_\_\_; he who would achieve much must sacrifice \_\_\_\_\_; he who would attain highly, must sacrifice \_\_\_\_\_.

## 2. *Your Inner Child of the Past* by Dr. W. Hugh Missildine

Thesis: Your childhood, in an actual, literal sense, exists within you now. It affects everything you \_\_\_\_\_, everything you \_\_\_\_\_.

This book taught about the...

(1) Importance of \_\_\_\_\_.

(2) Importance of \_\_\_\_\_.

## 3. *Spiritual Leadership* by J. Oswald Sanders

Thoughts from *Spiritual Leadership*

(1) “Leadership is \_\_\_\_\_, the ability of one person to influence others. One man can lead others only to the extent that he can influence them.”

(2) “The best test of whether one is a qualified leader is to find out whether anyone is \_\_\_\_\_ him.”

(3) “\_\_\_\_\_ to refill the wells of inspiration.”

(4) "No leader is exempt from \_\_\_\_\_, and his \_\_\_\_\_ will be revealed by how he \_\_\_\_\_ and \_\_\_\_\_ to it!"

(5) There are three phrases in most tasks undertaken for God; \_\_\_\_\_, \_\_\_\_\_ and \_\_\_\_\_!

#### 4. See You At The Top by Zig Ziglar

Thoughts from *See You At The Top*

(1) "You can get everything in your life \_\_\_\_\_ if you help enough other people get what \_\_\_\_\_."

(2) "Winning isn't everything but the \_\_\_\_\_ to win is."

(3) "The biggest tragedy in America is not the great waste of \_\_\_\_\_ resources, but the waste of \_\_\_\_\_ resources."

— *Oliver Wendell Holmes*

(4) You cannot \_\_\_\_\_ perform in a manner that is \_\_\_\_\_ with the way you see yourself."

(5) "A sincere \_\_\_\_\_ is one of the most effective \_\_\_\_\_ and \_\_\_\_\_ methods in existence."

**WE BELIEVE** the deepest ocean — the tallest mountain, the most powerful animal cannot believe. Only man can believe. The height of man's success is determined by the depth of his belief.

**WE BELIEVE** the immutable laws of the universe positively state that man reaps what he sows. That opportunity carries responsibility, example is the best teacher and fair play seeks what is right, not who is right.

**WE BELIEVE** sweat on the brow from honest labor is one of life's glorious sights and to show your fellow man the dignity and value of work is to increase his stature and self-worth. That real satisfaction comes from total effort fully expended in quest of a worthy ideal.

**WE BELIEVE** self-acceptance and personal growth combined with honesty and loyalty give man the inner peace and strength necessary for success and happiness. That character, faith, and integrity are the foundations for greatness and the man who doesn't stand for something will fall for anything.

**WE BELIEVE** Jesus Christ was speaking to you and to me when he said, What I have done — ye can do also — and more. That man was created in God's own image and is designed for accomplishment, engineered for success, and endowed with the seeds of greatness. Believing these things, we neither look down — nor up — to any man.

**WE BELIEVE** unconditional love-giving and forgiving — is the vital ingredient in man's search for meaning. That to live is to love, to love is to help and to help is to understand the difference between a hand and a handout. That you can have everything in life you want if you help enough other people get what they want.

**BECAUSE WE BELIEVE** — and love — our purpose in life is to help you — help yourself.

— Zig Ziglar

## 5. *The Soul of the Firm* by C. William Pollard

Thesis: The link between people and profits is \_\_\_\_\_  
\_\_\_\_\_.

Leaders are to ask themselves:

Am I prepared to serve as I lead, to listen as I promote, to learn as I teach, to commit as I expect others to follow, to build on the ordinary as I expect the extraordinary, and to develop people as I seek to grow profits?

Thoughts from *The Soul of the Firm*

- (1) People want to work for a \_\_\_\_\_, not just for a \_\_\_\_\_. When there is alignment between the cause of the firm and the cause of its people, move over — because there *will* be extraordinary performance.
- (2) The leader who is willing to serve as an \_\_\_\_\_ for others to follow, an \_\_\_\_\_ for change and growth, and an \_\_\_\_\_ for the future provides hope for those who want meaning in their life and work.
- (3) One of the biggest problems a firm has to face is \_\_\_\_\_ — taking a customer for granted and leaving that customer alone until the relationship dies off or is picked up by the competition.
- (4) When a manager comes into your office to ask for help in making a decision, is he seeking counsel or is he putting the

problem on your desk? Whenever you allow a manager to put the burden of problem-solving on your desk, he has technically delegated the problem up, and you have assumed the responsibility for doing his job as well as your own. In the process of helping, don't take over the other person's job.

There are two types of team members:

{ Those who add \_\_\_\_\_ to you. }  
{ Those who add \_\_\_\_\_ to you. }

(5) It is not always what we know or analyze \_\_\_\_\_ we make a decision that makes it a great decision. It is what we do \_\_\_\_\_ we make the decision to implement and execute it that makes it a good decision.

### **Answers:**

Every Stage; Mentors; Timing; Content; Given; Recommended;  
Human Spirit; Thinks; Complete Sum; Want; Are; Circumstances;  
Themselves; Little; Much; Greatly; Do; Feel; Childhood; Parenting;  
Influence; Following; Read; Criticism; Humility; Accepts; Reacts;  
Impossible; Difficult; Done; You Want; They Want; Effort; Natural;  
Human; Consistently; Inconsistent; Compliment; Teaching;  
Motivational; Servanthood Leadership; Cause; Living; Example;  
Initiator; Activist; Entropy; Work; Value, Before; After