



THE MINIMAL MINDS

# SELF DEVELOPMENT STARTER GUIDE

ALEX HART

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# INTRODUCTION

I have spent the past ten years fascinated with the idea of self development. The idea that someone can stare at some printed shapes on dried tree bark and suddenly become a better person as a result is so fascinating. This e-book is for those who are interested in the idea of improving themselves but aren't sure where to start.

Each book in the self development genre, of which there are countless, is the result of the author's years of research and effort, condensed and filtered down into a few hundred pages or even less. This creates a very dense piece of literature. My job for you is to take that even further, by filtering these books, as well as online content, and even my own life experience, into the shortest amount of words – giving you access to the most concise and fundamental pieces of modern wisdom.

Of course, your progress will only increase with the amount of content you are exposed to. If you want to read more on any topic, I will provide reading recommendations at the end of each chapter, and I encourage you to do so. This guide is just the initial step in a long journey of continuous learning.

**I humbly ask that you consider using these links provided** – it will not cost you any extra and the small commission I may earn from your purchase will help recover the costs of time spent creating this e-book and releasing it for free. The links will redirect you to the Amazon store of your country.

Alternatively you can donate whatever you feel the value of this book is, by hitting “donate” on [themiminalminds.com](http://themiminalminds.com). Thank you!

## HOW TO USE THIS BOOK

You can read it in any order you like, or all at once. The advice here is not sequential. The book is split into three different areas of life, these being health, wealth and relationships, preceded by a section that is applicable to all three. These three areas of life are symbiotic, which means that they affect one another: any gains in one area will also give gains in another. Similarly, if you are particularly unhealthy in one area, your progress in the other areas will be held back.

I also recommend that you read this book more than once. The average retention rate of a book is less than 10%. By reading multiple times, you commit more of the lessons to memory, and eventually, the lessons will just become the default way you view the world

I firmly believe that if you can implement even half of these teachings, you will be well ahead of the majority. This is a short book and is meant to be an easy read. It is all based on my own research and experience, so don't take it too seriously.

# FUNDAMENTAL TRUTHS

This section is for lessons that are applicable in each area of life. They are, in my opinion, the most important things to remember and commit to memory. By changing your perspective, these will give you the most “bang for your buck”.

## 1. You are Responsible for Everything in Your Life

Until you understand this one key thing, you will be destined to live a life of mediocrity. Nobody on this planet owes you anything, and if you live your life expecting free handouts just for existing, you will quickly be disappointed.

If you want something in life, it is up to you, and only you, to make it happen. Some people will help you out of their good nature, but do not come to expect it.

It does not matter the circumstances of your position, as life is inherently unfair. Dwelling on what is fair and what is not will only see you being left behind by those who proceed forward despite their circumstances. Nobody is coming to save you.

## 2. Do as Others Do, Get What Others Have

If you do not want the life of the average person, it makes sense that you will need to stop doing what the average person does. There is nothing wrong with choosing a traditionally normal lifestyle, but do not be surprised when years pass you by and you don't have much to show for all the time you have spent. Most people are content with the status quo. Again, there is no shame in that. But if you want an extraordinary life, you

need to go off the beaten path. People will judge you for it, but their complaints are normally out of envy as they themselves do not have the courage to be different. Do not accept the criticisms of people you would not like to emulate.

Success requires consistent effort, more than just reading this book. You can read a thousand books but if you don't act on the advice that they give, you will not see any progress. If success was easy, everyone would have it. That said, almost everything is easy once you know how to do it. Half the battle is just gaining clarity and figuring out how to do things. Just as you won't get 6 pack abs from one gym session, you need to stick at it, even if each individual effort is small. Small wins compound over time.

### 3. Your Limits are Self Imposed

*"Whether you think you can, or you think you can't - you're right."* - Henry Ford.

Personal growth happens outside our comfort zone. When we do the things that scare us consistently, that fear disappears, and our comfort zone expands. Confidence comes from repeated success.

By never challenging yourself, you are doing yourself a massive disservice. It's the same reason why you see certain adults with the same mentality they had when they were in high school – they have never gone out of their way to grow as people. You cannot change if you do not try new things.

### 4. Life is a Teacher – Watch and Listen

As we go through our lives, we will all be taught lessons. Some are obvious, some are subtle. If you do not take the time to reflect on your

mistakes by asking yourself why they happened, life will teach you the same lessons again and again until they eventually sink in.

In the same way it is hard to feel sympathy for someone who keeps putting their hand on a hot stove, it is hard to feel sympathy for someone who keeps repeating their mistakes and never learning from the experience. Better yet, if you can learn from the mistakes of others, you will be far ahead of everyone else.

*“The definition of insanity is doing the same thing. over and over again, but expecting different results” – Albert Einstein.*

## 5. Let Go

To be attached to a person or a thing, means to suffer. To not be attached does not mean being cold or indifferent, it means that you accept the temporary nature of everything on this planet. This moment will end, your relationships will end, and eventually your life will end too. Even things you own are only rented, you cannot take them with you once you die. Use this knowledge to appreciate what you have whilst you have it.

Remember – the only thing you have direct control of is yourself. If you can't control something, it's out of your hands, so don't worry about it. If it is in your control, great! You can rest easy knowing you can change it.

## 6. The Student Mentality

Everyone on the planet is better than you at something – drop your ego and keep an open mind. We are all students, from the day we are born to the day we die. Do not judge the moment. Nothing is inherently good or

bad, it just is. Whether something is good or bad depends on who you ask, but every moment can be a useful learning experience.

## 7. The Abundance Mindset

From a biological perspective, we are wired to naturally have a scarcity mindset – the fear that there isn't enough to go around. Therefore, we must hoard and cling on to everything we possibly can. At one time this was useful, but is no longer required today, our brains just haven't had time to catch up.

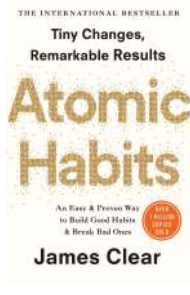
There is more than enough of everything to go around for everyone, so don't be fearful and see the world through the lens of what you can lose. What you seek is all around you.

### BONUS: Keep it Simple

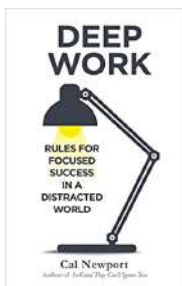
My number one tip, and the entire basis of my self development website, is keep it simple. Do not make things more complicated than they need to be. The best solution to a problem is normally the easiest one. This goes for every area in your life – the more complicated you make things, the more there is to go wrong.



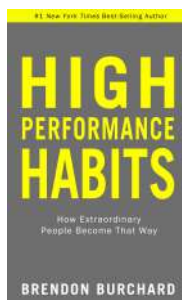
## Book Recommendations



"Atomic Habits" by James Clear offers a clear and practical guide to developing good habits and breaking bad ones. Clear argues that small, incremental changes are more effective than grand, sweeping gestures, and that focusing on the process of habit formation rather than the end result is key to success. By emphasising the importance of consistent daily action and providing actionable advice, Clear offers a roadmap for anyone looking to improve their life through the power of habit.



"Deep Work" by Cal Newport explores the benefits of deep focus and concentration in a distracted world. Newport argues that the ability to focus deeply on cognitively demanding tasks is becoming increasingly valuable in today's economy, and offers practical strategies for cultivating this skill. A must have for all knowledge workers and creatives!



"High Performance Habits" by Brendon Burchard outlines six habits that can lead to high performance in life and work: clarity, energy, necessity, productivity, influence, and courage. Burchard argues that by cultivating these habits, individuals can achieve their goals, live a fulfilling life, and make a positive impact on the world.



"Building a Second Brain" by Tiago Forte explores the concept of personal knowledge management and the creation of a digital "second brain". Forte argues that by leveraging digital tools and techniques, individuals can effectively capture and organise their ideas, insights, and knowledge thus unlocking their full creative potential and significantly reducing cognitive load. By providing a step-by-step guide, this book is perfect for anyone looking to improve their productivity and creativity in a digital age.

Book	Author	Amazon Link
Atomic Habits	James Clear	<a href="https://geni.us/otWh2w">https://geni.us/otWh2w</a>
High Performance Habits	Brendan Burchard	<a href="https://geni.us/vYGkVB">https://geni.us/vYGkVB</a>
Deep Work	Cal Newport	<a href="https://geni.us/XMSX">https://geni.us/XMSX</a>
Building a Second Brain	Tiago Forte	<a href="https://geni.us/FFhBlq">https://geni.us/FFhBlq</a>

# HEALTH

## 1. Don't Take it for Granted

*"A healthy person has a thousand wishes, a sick person only one" -*  
Unknown

In this life, you get one body and one mind. If you treat them poorly, you will feel poorly. If you treat them well, you will feel well. It can't get more simple than that. The human body and mind has a remarkable ability for recovering from extended periods of mistreatment, so even if you think your personal health journey is going to be for nothing, there is still hope. I promise you it is worth it.

Remember, nobody will take your health more seriously than you, you must take action. Becoming healthy in both mind and body is not a passive process.

## 2. It Doesn't Need to be Complicated

You do not need to be in the gym every day doing 15 different exercises on a strict timetable, whilst tracking every calorie and macro you consume in order to be healthy. 80% of your results will come from the diet you eat.

All you need is to eat a basic and consistent whole foods (non processed) diet as often as you can, and a basic and consistent exercise (weights and/or cardio) routine 3 times a week. That's it.

### 3. Stop Being So Available

The internet and mobile phones are magical things. They have connected us in ways that were previously impossible. However, most people seem to feel that just because they can be connected and available all the time, then they are obligated to be. This is false, and never switching off is an absolute nightmare for your brain. 20 years ago it was fine to reply to a message or email the next day. It's fine today too.

### 4. Choose Your Tools

Everything you own is a tool in some way or another – this goes for physical objects like washing machines and cars, as well as online connected services like social media and mobile apps. There are more tools available today than ever before. Most people acquire as many tools as possible, assuming that if they have any benefit at all, then they are worth having.

This is a flawed way of thinking. Judge everything by what it costs, not just in money but in your time, dignity, and peace of mind. If you adopt the mindset of “more is better”, you will quickly be overwhelmed.

### 5. Habits Over Willpower

We are all familiar with “The Hero’s Journey” – the story where you watch the main character valiantly pursue their goals and by sheer force of will, achieve their grandest goals and dreams.

This is not how it works. We are biologically programmed to be lazy. For survival, it is in your best interest to do the easiest and most novel task, which gives you the most reward for your energy invested. Fast food, TV,

video games - they all offer a huge short term reward for very little in exchange.

Your willpower is a finite resource. The more choices you make in a day, the harder it is to do the right thing. The key to life-changing progress is to remove as many daily decisions requiring willpower as you possibly can. Otherwise you will eventually learn from experience that you cannot brute force your way to success.

Break down your goals into the tiny repeatable actions that contribute towards your goal, and make them your habits. Habits, once formed, require little effort to initiate or maintain.

## 6. Gratitude Goes a Long Way

Gratitude is a staple of most religions, going back centuries. It is the practise of taking a small amount of time, each and every day, to look around and give thanks to all the fortune life has given you, that most take for granted.

Take the time to smell the roses, or you will miss out on everything there is to appreciate in your life. There will always be more to achieve, more to see and do, there is never a finish line. By practising gratitude, you are much more likely to feel content in where you are in life.

Each morning, write down 3 things you are grateful for. It will take you 2 minutes, and it will change your life.

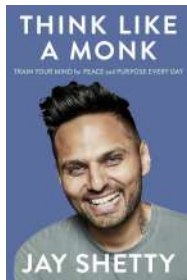
## 7. Suffer Now or Suffer Later

Suffering in life is unavoidable, but you do have some say in when you will experience it. If you take the easy route when it comes to your health, i.e., doing the bare minimum – you will decline noticeably faster as you

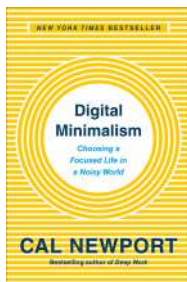
age. Not all of it is reversible. Conversely, giving extra effort and attention to the condition of your mind and body will pay dividends in the years to come.

Prevention is better than cure. Nobody has ever regretted going to the gym or eating that healthy meal after they did it. The biggest hurdle is typically just starting.

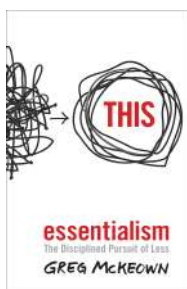
## Book Recommendations



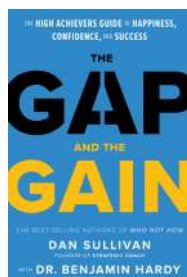
"Think Like a Monk" by Jay Shetty draws on his experiences as a former monk to offer practical advice on living a meaningful and fulfilling life. Shetty shares ancient wisdom and modern techniques that can help readers find purpose, overcome obstacles, and cultivate a sense of inner peace.



"Digital Minimalism" by Cal Newport examines the impact of digital technology on our lives and offers a philosophy and practical strategies for living a more intentional and fulfilling life with it. Newport argues that by adopting a minimalist approach to technology use, individuals can improve their mental health, relationships, and overall quality of life.



"Essentialism" by Greg McKeown offers a philosophy and practical strategies for focusing on what is truly essential in life and work. McKeown argues that by identifying and prioritising the few things that really matter, individuals can live a more meaningful and fulfilling life. Through stories, research, and actionable advice, McKeown offers sound advice for anyone looking to simplify their life and focus on what is truly important.



"The Gap and the Gain" by Dan Sullivan is about achieving success and happiness through restructuring your perspective on the events in your life by focusing on progress rather than perfection. This book is for anyone looking to achieve their full potential and live a fulfilling life.

Book	Author	Amazon Link
Think Like a Monk	Jay Shetty	<a href="https://geni.us/ZoB7bb">https://geni.us/ZoB7bb</a>
Digital Minimalism	Cal Newport	<a href="https://geni.us/kN63l">https://geni.us/kN63l</a>
Essentialism	Greg Mckeon	<a href="https://geni.us/l4hDTBa">https://geni.us/l4hDTBa</a>
The Gap and the Gain	Dan Sullivan	<a href="https://geni.us/FQAq5a">https://geni.us/FQAq5a</a>

# WEALTH

## 1. Learn What Money Is

Money is not inherently good or bad, it's just a tool that can be used for good, bad or anything in between. It amplifies people's personalities. Bad people use money to do bad things. Good people use money to do good things. If you remove their money, this intent still exists within these people. They just no longer have the means to carry it out.

## 2. Time vs Money

If a 100 year old billionaire asked you to swap places with him, would you do it? Of course not, we all inherently know that our time is more valuable than money. Despite this, most people live as if they'll never die. They spend the majority of their day, five days a week, doing something that drains them or that they don't enjoy. Some people even wear their fatigue like a badge of honour.

You can always earn more money, it's inherently infinite. Once you've spent your time, it's gone forever. Aim to earn more money per hour worked, instead of more overall.

## 3. You Have Enough

The Hedonic treadmill is the concept that our baseline for what we tolerate and call "comfortable" continuously rises as our conditions improve. Kings and reigning monarchs would marvel at the sheer

convenience and quality of life that can be afforded by the average working class person today.

When you make more, that is not a justification to spend more. The more you spend, the more you need to maintain, only adding to your stress and worries.

*"Wealth consists not in having great possessions, but in having few wants."* - Epictetus.

#### 4. Nobody Cares Bro

Depending on who you ask, the idea that nobody cares can either be immensely liberating or deeply depressing.

Nothing screams 'insecure' more than those who try to impress others through flaunting their material wealth. If you buy a nice car and people on the street keep looking at it, they are admiring the car, not you. True wealth is what you don't see, it's in the bank having never been spent, or invested in assets that gain value over time.

#### 5. Focus on Skills

In the working world, life is going to start out tough for you. You are forced to work at the bottom because you don't have any proof of your skillset. You will feel underpaid and overworked, but there is no shame in taking these jobs as you continue to learn and grow. As long as you are earning enough to get by, that's okay.

Money is an indicator of value. We create value by exchanging our skills for money. The more highly valued skills you can acquire and



demonstrate, the more money you will earn. If you want more money but you're not learning or mastering any skills at your current job, you are wasting your time. Learn or move on.

## 6. Save and Invest

The average person lives pay cheque to pay cheque and are one missed payment away from poverty. Don't be like that. Assuming you don't have any debt, building a savings buffer is one of the most psychologically liberating things you can do.

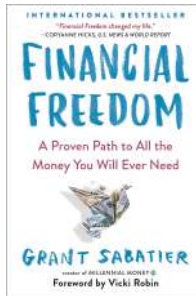
Knowing that a random financial setback isn't going to seriously affect you is incredibly freeing. The fastest way to build your savings is obviously to spend less than you earn. Just because the money is there, doesn't mean you have to spend it.

Once you have 6-12 months of living expenses in the bank and ready to be used in an emergency, start investing. Money beyond your emergency fund that is not invested is just sitting there doing nothing. Make it work for you.

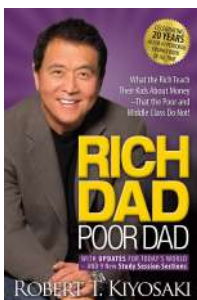
## 7. Stop Spending Other People's Money

The normalisation of debt in our society is dumbfounding. Nobody bats an eye at the idea of borrowing someone else's money to buy things that they don't need. If you cannot afford something with your own money, you definitely cannot afford it with someone else's. Debt is a shackle that will control your life, and aggressively paying it off should be your top priority.

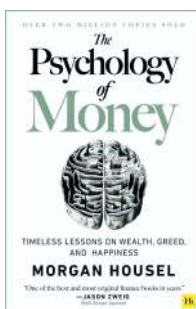
## Book Recommendations



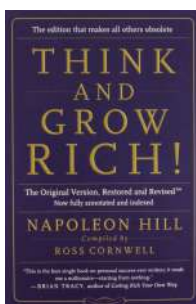
"Financial Freedom" by Grant Sabatier offers a roadmap for achieving financial independence and retiring early. Sabatier shares his own story of going from broke to millionaire in five years, and offers practical strategies for increasing income, reducing expenses, and investing wisely. This book is for anyone looking to achieve financial freedom and is sick of the 9-5 standard we've all become accustomed to.



"Rich Dad Poor Dad" by Robert Kiyosaki challenges conventional wisdom about money and investing. Kiyosaki shares his experiences growing up with two fathers – one rich, one poor – and the lessons he learned from each. By highlighting the importance of financial education, entrepreneurship, and passive income, Kiyosaki offers a new perspective on building wealth and achieving financial freedom.



"The Psychology of Money" by Morgan Housel explores the complex relationship between money and human behaviour. Housel shares stories and insights about how people view and interact with money, and how these attitudes and behaviours can impact financial success. By showing the importance of patience, humility, and long-term thinking, this book gives a comprehensive guide to achieving financial stability and happiness.



"Think and Grow Rich" by Napoleon Hill explores the principles of success and wealth creation. Hill shares insights and strategies from some of the most successful people in history, and emphasises the importance of mindset, persistence, and a burning desire for success. By providing a step-by-step guide to achieving financial success and personal fulfilment, Hill offers an excellent guide for anyone looking to achieve their goals.

Book	Author	Amazon Link
Financial Freedom	Grant Sabatier	<a href="https://geni.us/ZrA87Z3">https://geni.us/ZrA87Z3</a>
Rich Dad Poor Dad	Robert Kiyosaki	<a href="https://geni.us/kktKla">https://geni.us/kktKla</a>
The Psychology of Money	Morgan Housel	<a href="https://geni.us/sAvO">https://geni.us/sAvO</a>
Think and Grow Rich	Napoleon Hill	<a href="https://geni.us/Gp62XK">https://geni.us/Gp62XK</a>

# PEOPLE

## 1. The Purpose of All Relationships

The purpose of all relationships is to give. Give more of your time, energy and money. If you go into a relationship purely motivated by what you can get out of it, you're going to make them miserable very quickly. You are not entitled to anyone's time or generosity.

Go into every relationship (business, friendship or romantic) with the mindset of "what can I give this person? How can I benefit them?" The law of reciprocity states that you will get back just as much as you give, if not more.

However, you also need to watch what people do give back to you. Many will take advantage of you, if you let them.

*"Talk to a man about himself and he will listen for hours."* - Benjamin Disraeli.

*"The world is full of people who are grabbing and self-seeking. So the rare individual who unselfishly tries to serve others has an enormous advantage. He has little competition."* - Dale Carnegie in *How to win friends and influence people*

## 2. Watch What People Do, Not What They Say

Words mean nothing if they are not backed up by congruent actions. This cannot be overstated. If you want to know how someone feels, observe what they do. If someone says they really care about their health

but they eat McDonalds twice a day and refuse to exercise – do they care about their health?

By far, your ability to communicate is the biggest factor when it comes to determining whether a relationship, romantic or not, will succeed. But if your actions are not aligned with your words, you will soon be called out.

### 3. We Are Not The Same

We all project what we want to see on others. We assume that the people around us have the same moral code as us - “I would never do X, so I assumed they wouldn’t do it either”.

If you live your life like this, get ready to be disappointed. People will betray you in a heartbeat. Every person on earth has different experiences and backgrounds. They are not you, and you are not them, so it is wrong to assume they would act the same way as you in the same situation. Do not compare yourself to others, and do not assume everyone has your best interest at heart – it is a waste of your time and energy.

### 4. Avoid Self Proclaimed Victims

The first tip I gave you in this book was to take total responsibility for your life. The perpetual victim is the result of the reversal of this wisdom. The perpetual victims of this world are identified by their quickness to blame everyone but themselves. They have no accountability for their actions and what makes it initially so believable is that they genuinely believe what they are saying to be true.

At first you may feel sorry for these types of people. You may think to yourself “How can one person be so unlucky?” Do not be fooled. These

people are completely ignorant of the fact their actions and behaviours are the very cause of their problems, and by taking pity on them and giving them your time and energy, you will be quickly dragged into their chaotic lives.

Their lack of self awareness ensures that these people are beyond help, so do not waste your time - rid your life of anyone who exhibits this quality.

## 5. Do Your Research

People do not change, so do not seek to change others. They can become better versions of themselves, through their consistent effort and reflection, but generally speaking what you see is what you get. With this in mind, you need to be looking for red flags in that person before you commit to a relationship with them. Alarming personality traits do not disappear over time, they will only strain the relationship more until an inevitable breakup.

When you first meet someone, they are on their best behaviour. Keeping this up indefinitely is very difficult, so people will end up showing you who they really are by around the 3 month mark. Your initial attraction to each other is not enough - it is a rookie error to make any sort of commitment to this person before those 3 months are up. If they end up being no good, forget it and move on.

Most people do not want to change as it means confronting the fact they are not good enough as they are. They will become defensive at the suggestion. If you are obviously trying to change someone, they will only come to resent you for not accepting them as they are. You also cannot help those who do not want help, so do not waste your time. If someone really wants to change, their actions will reflect it. Accept people as they are, or walk away.

## 6. The Common Denominator

What is the one thing that all of your previous failed relationships have in common? That's right – it's you. When it comes to analysing the failure of previous relationships, we need to have humility in the part we played in that breakup. Of course, we don't have to take all the blame for every relationship. If all of your previous partners have cheated on you, that's a moral slight on them and not you. However, you have to ask yourself, why am I attracted to people who are likely to cheat on me?

Figure out your attachment style and see where you might be going wrong. What you might think are normal and justifiable behaviours may actually be the very things that are holding you back from a healthy relationship.

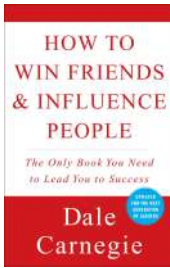
Also, be careful when asking for advice about a partner. Just as you would not take financial advice from a homeless person, do not take relationship advice from anyone who does not already have the exact quality of relationship you are looking to emulate. It is very rare to find people in healthy relationships. Time is not an indicator of relationship health.

## 7. People Come and Go (and You Must Let Them)

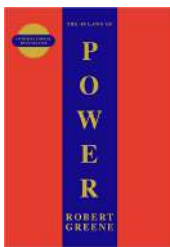
If you cling onto a relationship too tightly, regardless of how well or poorly it is going, they will feel suffocated and seek to create space between you and them. Remember the abundance mindset, there is no shortage of good people out there. By not being attached to any one outcome or situation, you are less likely to drive people away from you.

Some people will be in your entire life and some will just be passing by, but you don't get the luxury of knowing who. It is something you cannot change, nor should you ever attempt to. If someone wants you in their life, they will take actions to keep you in it. Their actions tell you everything you need to know.

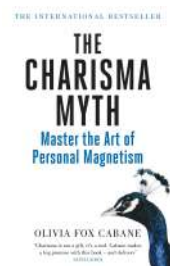
## Book Recommendations



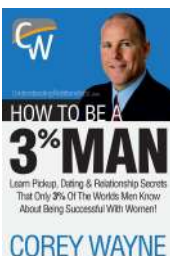
"How to Win Friends and Influence People" by Dale Carnegie is a timeless classic and if you only buy one self help book in your life, I would argue that this should be it. It provides practical advice on building strong and lasting relationships by emphasising the importance of empathy, active listening, and a positive attitude. This is an absolute must buy for anyone looking to improve their social skills and achieve success in both personal and professional relationships.



"The 48 Laws of Power" by Robert Greene provides strategies for gaining and maintaining power through examples of well documented historical events. It is popularly misdiagnosed as an "evil book teaching manipulation tactics", but I believe these critics are missing the point. Its real value, in my opinion, is being able to recognise when people are using these exact strategies against you, whether knowingly or not.



"The Charisma Myth" by Olivia-Fox Cabane is all about developing charisma and improving your interpersonal skills, while rejecting the popular notion that charisma is something that cannot be learned. Cabane shows you how to build rapport, project confidence, and connect with others in meaningful ways. By focusing on the importance of self-awareness, mindset, and practice, Cabane offers a comprehensive guide for anyone looking to enhance their charisma.



"3% Man" by Corey Wayne is a must have for men who consistently have trouble with women and relationships. It helps you to understand the differences between men and women, and offers practical advice on building attraction, creating rapport, and communicating effectively. I cannot recommend this book enough for men of all ages.

Book	Author	Amazon Link
How to Win Friends and Influence People	Dale Carnegie	<a href="https://geni.us/0YoO">https://geni.us/0YoO</a>
48 Laws of Power	Robert Greene	<a href="https://geni.us/rDMVB">https://geni.us/rDMVB</a>
The Charisma Myth	Olivia-Fox Cabane	<a href="https://geni.us/oSvJ">https://geni.us/oSvJ</a>
3% Man	Corey Wayne	<a href="https://geni.us/CVTY8">https://geni.us/CVTY8</a>