

THE 1% READING PATH

20 books in the exact order to read them

1

SEE YOURSELF

2

UNDERSTAND
OTHERS

3

MOVE THROUGH
THE WORLD

4

WITHSTAND WHAT
COMES

WHY THIS ORDER

Most people read at random. One book because it was on a list, another because someone recommended it, the next because the cover looked good. Pages pile up, but judgment doesn't.

This path is the opposite. Twenty books in four steps, and the order isn't decorative: each step prepares you to understand the next one.

First, your own mind. If you don't know your biases, you'll read everything else through them and reach the conclusions you walked in with. **Then, other people:** once you see how a crowd feels and what moves a person, you start to see the strings. **Then, the world:** power and strategy are only useful once you can already read people. **And finally, the future:** chance, money and character are the layer that protects you from what you can't see coming.

20

REAL BOOKS, ALL IN PRINT IN
ENGLISH

4

STEPS, FROM THE INSIDE OUT

1

BOOK AT A TIME, NO SKIPPING

HOW TO USE THIS GUIDE

- ◆ **One book at a time.** Don't open the next one until you can explain the last one in three sentences.
- ◆ **The diamonds mark difficulty.** ◆◆◆ reads in a weekend. ◆◆◆◆ asks for attention. ◆◆◆◆ is dense, but changes how you think.
- ◆ **You don't need all twenty to feel it.** After the first step, you'll never see an offer, an argument or a headline the same way again.
- ◆ **Track your progress.** At the back there's a roadmap to tick off every book read and every idea applied.

*Reading a lot changes nothing. **Reading in order, and applying what you read, does.***

FOUR STEPS, ONE CLIMB



You climb from the bottom up. Each step answers a question, and you can't answer the one above properly until you've settled the one below it.

4 WITHSTAND WHAT COMES

How do you come out of chaos stronger?

3 MOVE THROUGH THE WORLD

How do you win without being used?

2 UNDERSTAND OTHERS

What moves people?

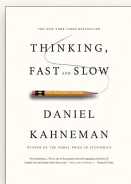
1 SEE YOURSELF

Why do I decide what I decide?

1 STEP 1 OF 4 SEE YOURSELF

Why do I decide what I decide?

Before you understand anyone else, understand the machine you think with. Skip this step and you'll read all the rest through biases you don't yet know you have.



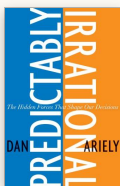
Thinking, Fast and Slow

DANIEL KAHNEMAN



WHY A Nobel laureate shows, experiment by experiment, that your mind gets things wrong in predictable ways.

TAKEAWAY Knowing when your gut is deciding and when you're actually thinking.



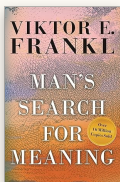
Predictably Irrational

DAN ARIELY



WHY With humor and hard data, he shows how irrational we get around prices, free stuff and temptation.

TAKEAWAY Spotting the trap inside every offer before you fall for it.



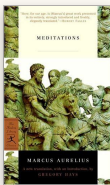
Man's Search for Meaning

VIKTOR E. FRANKL



WHY A psychiatrist who survived the concentration camps explains what holds a person up when everything else is gone.

TAKEAWAY A why strong enough to carry you through almost any how.



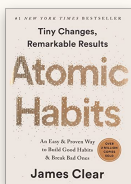
Meditations

MARCUS AURELIUS



WHY The most powerful man of his age wrote, for his eyes only, how not to be corrupted by power or by fear.

TAKEAWAY A daily practice for separating what you control from what you don't.



Atomic Habits

JAMES CLEAR



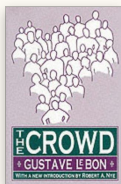
WHY You go from understanding your mind to rewiring it: small changes that, stacked up, change who you are.

TAKEAWAY A system that turns what you read into behavior instead of good intentions.

2 STEP 2 OF 4 UNDERSTAND OTHERS

What moves people?

With your own mind under watch, look up. This is where you start to see the strings that move the people around you.



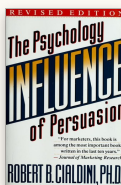
The Crowd

GUSTAVE LE BON



WHY Written in 1895, it describes with uncomfortable precision how a crowd stops reasoning and starts feeling.

TAKEAWAY Noticing when you're thinking and when your tribe is thinking for you.



Influence

ROBERT B. CIALDINI



WHY The automatic triggers used by salespeople, cults and advertisers, explained by someone who studied them from the inside.

TAKEAWAY An alarm for every trick: reciprocity, scarcity, authority, social proof, liking and commitment.



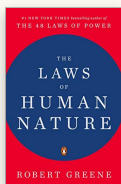
Propaganda

EDWARD BERNAYS



WHY The father of public relations explains, without a hint of shame, how the opinions of millions get manufactured.

TAKEAWAY Seeing, behind every campaign or “consensus,” the hand that designed it.



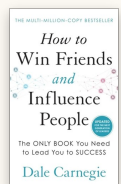
The Laws of Human Nature

ROBERT GREENE



WHY A map of what really drives people: envy, narcissism, the masks we wear and the pull of the group.

TAKEAWAY Reading people's character by what they do, not by what they say.



How to Win Friends and Influence People

DALE CARNEGIE



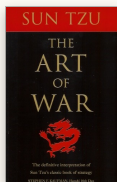
WHY The necessary counterweight: after seeing how people get manipulated, learn how they're genuinely won over.

TAKEAWAY Getting people to listen, remember you and help you without forcing anything.

3 STEP 3 OF 4 MOVE THROUGH THE WORLD

How do you win without being used?

Now for power and strategy. With the first two steps in place, they stop being theory and become daily practice.



The Art of War

SUN TZU



WHY Some 2,500 years ago someone wrote that the best victory is the one won without fighting. It's still true.

TAKEAWAY Choosing your battles, preparing the ground and striking only once you've already won.



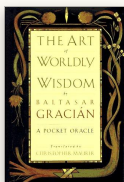
The Prince

NICCOLÒ MACHIAVELLI



WHY The book that scandalized Europe by saying out loud how power is actually kept, not how it ought to be.

TAKEAWAY Telling how the world works apart from how you were told it works.



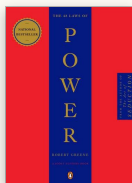
The Art of Worldly Wisdom

BALTASAR GRACIÁN



WHY Three hundred maxims written in 1647 by a Spanish Jesuit on how to move among the ambitious. Schopenhauer translated it himself.

TAKEAWAY Prudence, discretion and patience: the art of never showing all your cards.



The 48 Laws of Power

ROBERT GREENE



WHY Three thousand years of power, distilled into laws, each one with its examples and its exceptions.

TAKEAWAY Seeing the game being played at your workplace and no longer losing it out of naivety.



Never Split the Difference

CHRIS VOSS



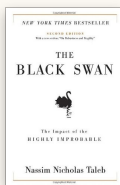
WHY A former FBI hostage negotiator shows how to negotiate when the stakes are high and the margin is thin.

TAKEAWAY Concrete techniques for getting what you need without giving up what matters.

4 STEP 4 OF 4 WITHSTAND WHAT COMES

How do you come out of chaos stronger?

The final layer: chance, money and character. What protects you from what you can't see coming, and positions you to profit from it.



The Black Swan

NASSIM NICHOLAS TALEB



WHY What changes history, and your life, are rare events nobody predicted. Taleb explains why we still don't see them coming.

TAKEAWAY Putting less faith in forecasts and preparing for the improbable.



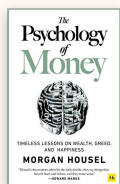
Antifragile

NASSIM NICHOLAS TALEB



WHY The logical sequel: surviving chaos isn't enough. Some things get better because of it, and you can be one of them.

TAKEAWAY Building your work, your money and your body so that every blow makes you stronger.



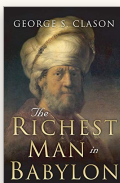
The Psychology of Money

MORGAN HOUSEL



WHY Shows that, with money, how you behave matters more than how much you know.

TAKEAWAY A relationship with money that survives crashes, fads and the urge to show off.



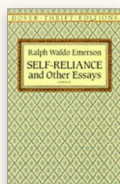
The Richest Man in Babylon

GEORGE S. CLASON



WHY Century-old parables holding the rules of saving that almost nobody actually follows.

TAKEAWAY The first rule of wealth: pay yourself first.



Self-Reliance and Other Essays

RALPH WALDO EMERSON



WHY An American classic from 1841 against borrowed opinions, inherited routine and the fear of standing out.

TAKEAWAY A compass of your own, to leave the current behind and find your direction.

READING ISN'T APPLYING

Tick the first box when you finish each book. The second, only once you've changed something concrete because of it. The second box is the one that counts.

BOOK	READ	APPLIED
STEP 1 · SEE YOURSELF		
01 Thinking, Fast and Slow · <i>Daniel Kahneman</i>	☐	☐
02 Predictably Irrational · <i>Dan Ariely</i>	☐	☐
03 Man's Search for Meaning · <i>Viktor E. Frankl</i>	☐	☐
04 Meditations · <i>Marcus Aurelius</i>	☐	☐
05 Atomic Habits · <i>James Clear</i>	☐	☐
STEP 2 · UNDERSTAND OTHERS		
06 The Crowd · <i>Gustave Le Bon</i>	☐	☐
07 Influence · <i>Robert B. Cialdini</i>	☐	☐
08 Propaganda · <i>Edward Bernays</i>	☐	☐
09 The Laws of Human Nature · <i>Robert Greene</i>	☐	☐
10 How to Win Friends and Influence People · <i>Dale Carnegie</i>	☐	☐
STEP 3 · MOVE THROUGH THE WORLD		
11 The Art of War · <i>Sun Tzu</i>	☐	☐
12 The Prince · <i>Niccolò Machiavelli</i>	☐	☐
13 The Art of Worldly Wisdom · <i>Baltasar Gracián</i>	☐	☐
14 The 48 Laws of Power · <i>Robert Greene</i>	☐	☐
15 Never Split the Difference · <i>Chris Voss</i>	☐	☐
STEP 4 · WITHSTAND WHAT COMES		
16 The Black Swan · <i>Nassim Nicholas Taleb</i>	☐	☐
17 Antifragile · <i>Nassim Nicholas Taleb</i>	☐	☐
18 The Psychology of Money · <i>Morgan Housel</i>	☐	☐
19 The Richest Man in Babylon · <i>George S. Clason</i>	☐	☐
20 Self-Reliance and Other Essays · <i>Ralph Waldo Emerson</i>	☐	☐

KNOWING WHAT TO READ IS ONLY HALF

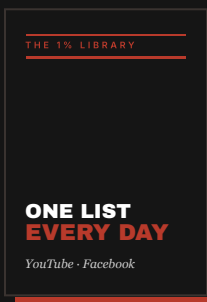
You have the map now. Twenty books, each one opening the next. Most people never get it: they read whatever lands in front of them and keep whatever confirms what they already thought.

But a map isn't the journey. You can read all twenty and change nothing. You underline, you nod, you close the book, and on Monday everything is the same. An idea that doesn't change an action is worth nothing; one that does is worth everything.

So start today, not when you have time. Pick the first book on the first step and give it a deadline. One book. One idea applied. Then the next.

YOUR FIRST STEP THIS WEEK

- ☐ I'm starting with: _____
- ☐ I'll finish it by: _____
- ☐ The idea I'll put to use: _____



ONE SMALL FAVOR

WHICH OF THESE HAVE YOU ALREADY READ?

Hit reply on the welcome email and tell us which book on this list you've already finished, and what it changed. Every reply gets read, and your answers decide which books we cover next on YouTube and Facebook, where **The 1% Library** publishes a new list every single day.



A NEW LIST EVERY DAY ON YOUTUBE AND FACEBOOK

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