



## Coaching client reading list

*As you reflect on your coaching experience and integrate what you learned into your daily life, here are some resources to explore. Pick and choose those that feel best to you. I've bolded my favorites.—EBH*

### Finding your path

A New Earth: Awakening to Your Life's Purpose, Eckhart Tolle

Body of Work: Finding the Thread That Ties Your Story Together, Pam Slim

**Finding Your Own North Star: Claiming the Life You Were Meant to Live**, Martha Beck, Ph.D.

Finding Your Way in the Wild New World: Reclaim Your True Nature to Create the Life You Want, Martha Beck, Ph.D.

### Human development

**Buddha's Brain: The Practical Neuroscience of Happiness, Love, & Wisdom**, Rick Hanson, Ph.D.

Daring Greatly: How the Courage to be Vulnerable Transforms the Way We Live, Love, Parent, and Lead, Brené Brown, Ph.D., LMSW

Feeling Good, The New Mood Therapy, David D. Burns, M.D.

Fight Your Fear and Win, Don Greene, Ph.D.

**Hardwiring Happiness: The New Brain Science of Contentment, Calm, and Confidence**, Rick Hanson, Ph.D.

**The Gifts of Imperfection: Let Go of Who You Think You're Supposed to Be and Embrace Who You Are**, Brené Brown, Ph.D., LMSW

The Joy Diet, Martha Beck, Ph.D.

**The Language of Emotions**, Karla McLaren

Learned Optimism: How to Change Your Mind and Your Life, Martin E.P. Seligman, Ph.D.

**Loving What Is**, Byron Katie

Mindful Leadership: the 9 Ways to Self-Awareness, Transforming Yourself, and Inspiring Others, Maria Gonzalez, MBA



Self-Coaching 101: Use Your Mind—Don't Let it Use You, Brooke Castillo

**You Just Don't Understand: Women and Men in Conversation**, Deborah Tannen

## Leadership and Management

**Drive: The Surprising Truth About What Motivates Us**, Dan Pink

Effective Measures: The Return on Investing in Talent Management (CASE), Jon Derek Croteau, ed. (Includes EBH article, "*Cascading Effects: How Wise Talent Management Measures Can Cost Little, Yield Much*")

Give and Take: A Revolutionary Approach to Success, Adam Grant

Head, Heart & Guts: How the World's Best Companies Develop Complete Leaders  
David L. Dotlich, Peter C. Cairo & Stephen Rhinesmith

**The People First Approach: A Guide to Recruiting, Developing, and Retaining the Right People**  
(CASE), Jon Derek Croteau

**The Progress Principle: Using Small Wins to Ignite Joy, Engagement, and Creativity at Work**,  
Teresa Amabile & Steven Kramer

Quiet: The Power of Introverts in a World that Can't Stop Talking, Susan Cain

There's Not Enough Time...and other lies we tell ourselves, Jill Farmer

## Advancement and board development

Asking: a 59-minute guide to everything board members, volunteers, and staff must know to secure the gift, Jerold Panas

Donor-Centered Fundraising: how to hold onto your donors and raise much more money  
Penelope Burk

Good to Great and the Social Sectors, a monograph to accompany Good to Great  
Jim Collins

Governance as Leadership: Reframing the Work of Nonprofit Boards  
Richard Chait, William Ryan, Barbara Taylor, BoardSource

Major Gifts: Solicitation Strategies, Richard E. Matheney



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*Empowering Advancement Professionals*

Securing the Future, A Fund-Raising Guide for Boards of Independent Colleges and Universities  
Michael J. Worth (AGB press)

The Seven Faces of Philanthropy, A New Approach to Cultivating Major Donors  
Russ Alan Prince, Karen Maru File

Shaping School Culture, the Heart of Leadership, Terrence E. Deal and Kent D. Peterson

Wealth in Families, Charles W. Collier, Harvard University press

**Find additional articles on major gifts fund-raising here:**

[http://www.case.org/Browse\\_by\\_Professional\\_Interest/Fundraising/Major\\_Gifts.html](http://www.case.org/Browse_by_Professional_Interest/Fundraising/Major_Gifts.html)

**Thank you for the honor of serving as your coach.**