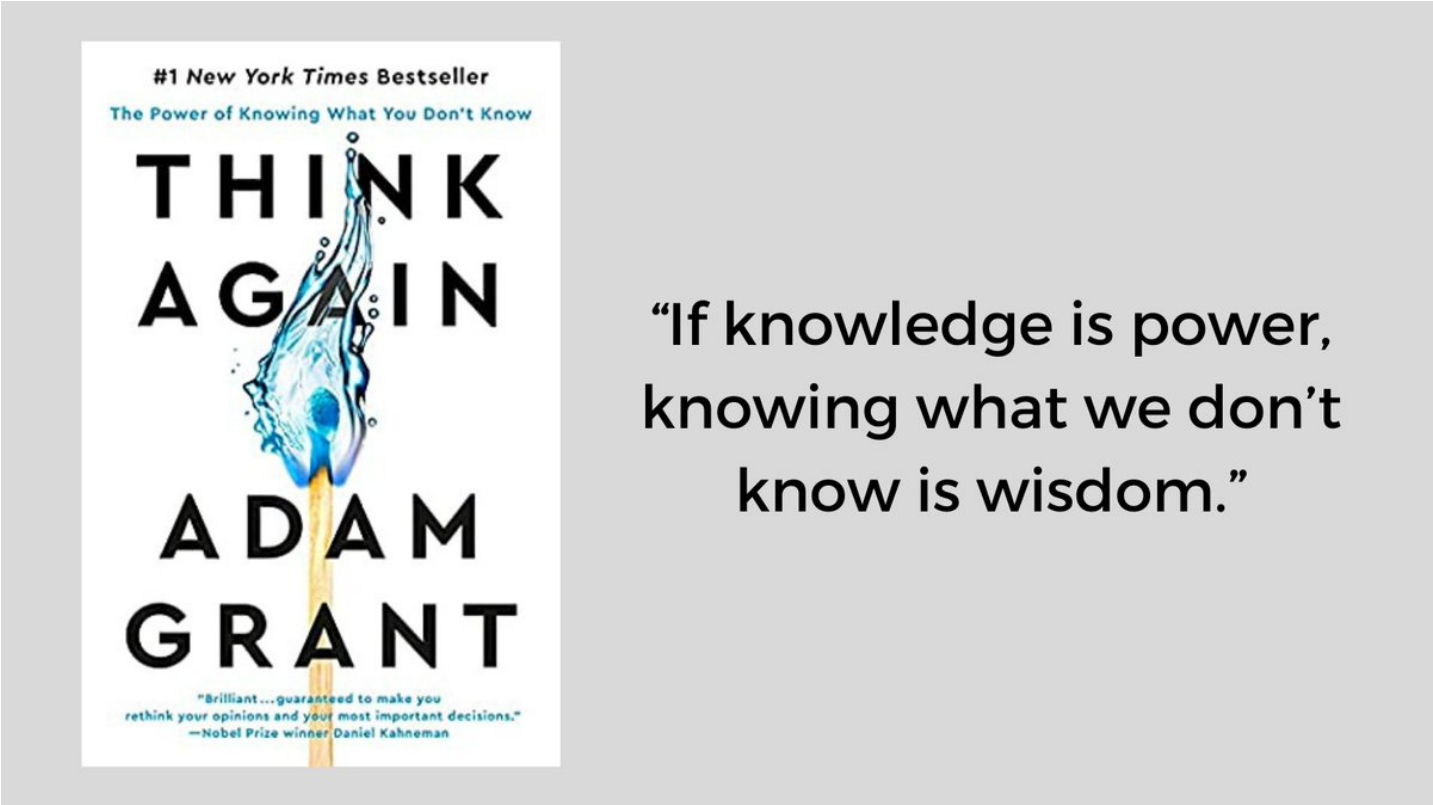
Twitter Thread by Kurtis Hanni

Kurtis Hanni
@KurtisHanni

15 books you should read every year:

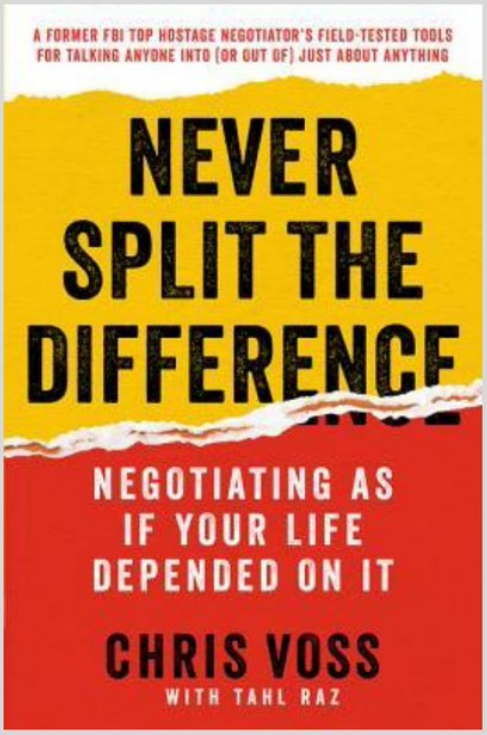
Think Again by Adam Grant

Lessons:
• We are most confident when we lack competence (Dunning-Kruger effect)
• Admitting that you don't know something is a superpower



Never Split the Difference by Chris Voss

Lessons:
• Build trust through mirroring and tone of voice
• Take things slowly

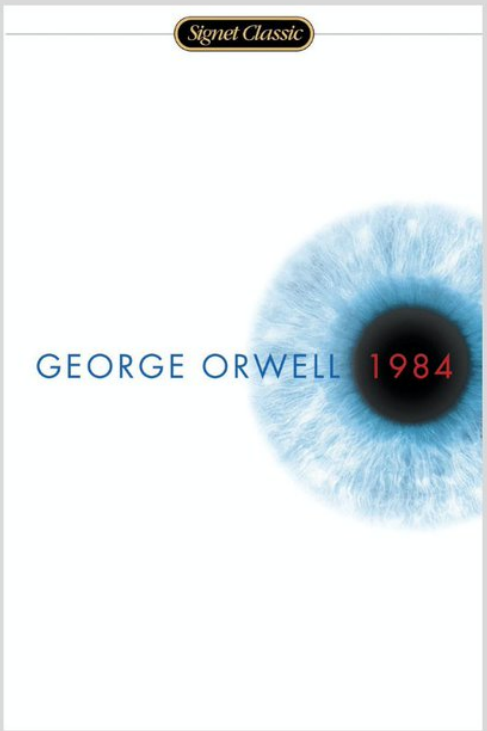


"He who has learned to disagree without being disagreeable has discovered the most valuable secret of negotiation."

1984 by George Orwell

Lessons:

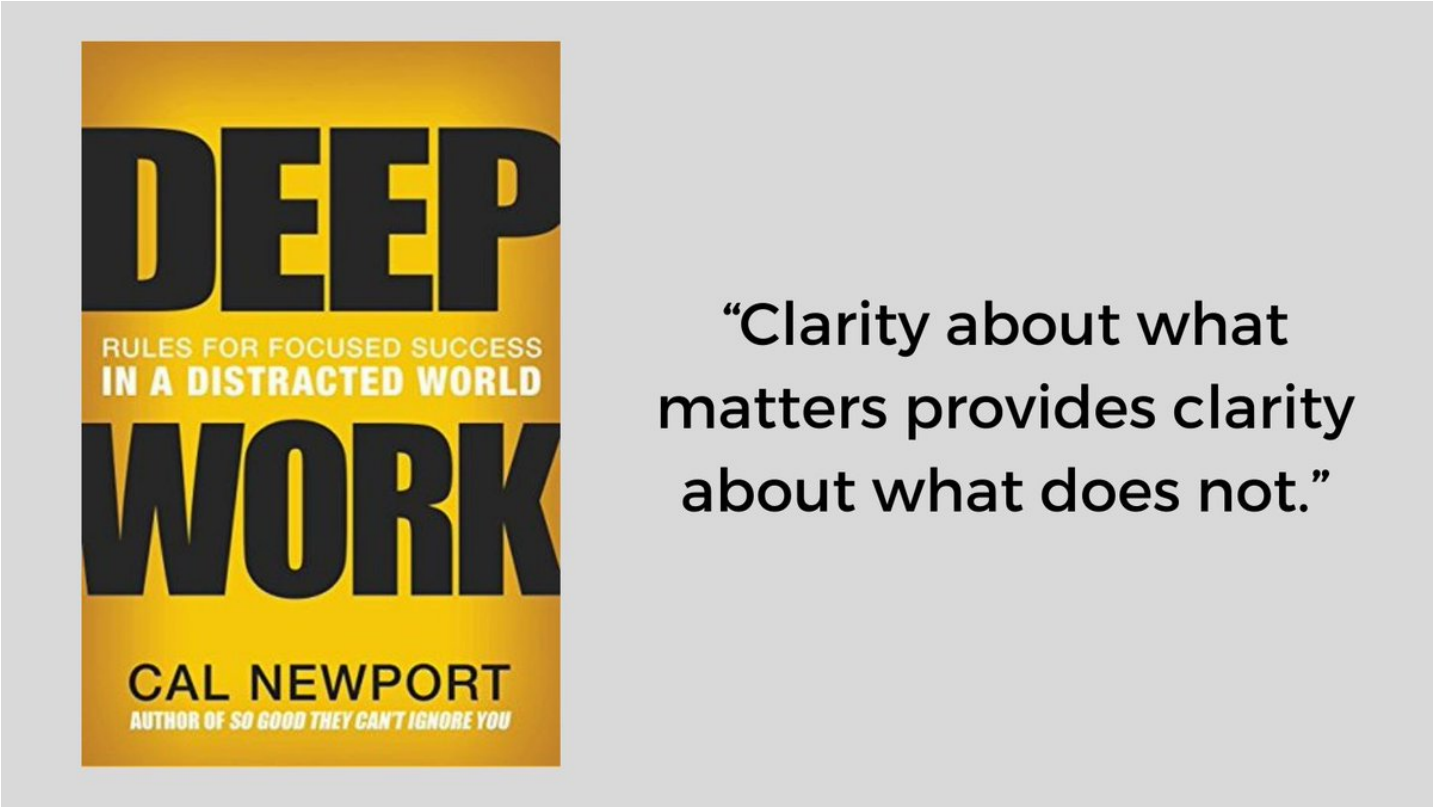
- We are shaped by our circumstances
- Our past is controlled by our present



"Who controls the past controls the future. Who controls the present controls the past."

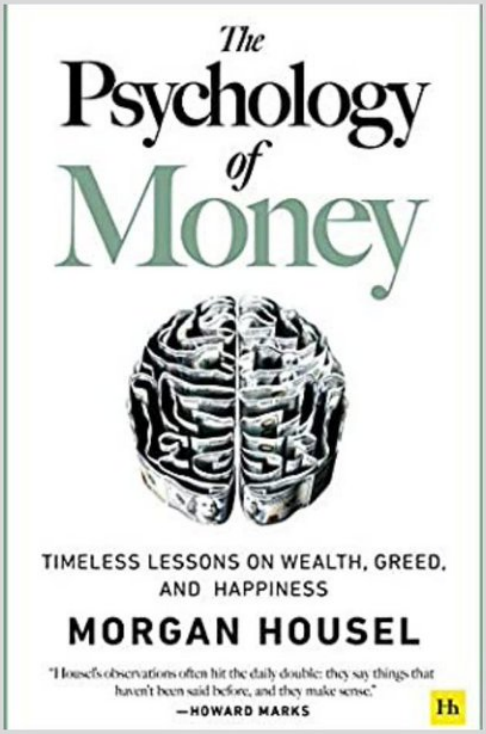
Deep Work by Cal Newport

Lessons:
• Our attention span is 8-seconds
• Stop working at the same time each day and shut everything off



The Psychology of Money by Morgan Housel

Lessons:
• We make decisions based on our context
• Use money to control your time

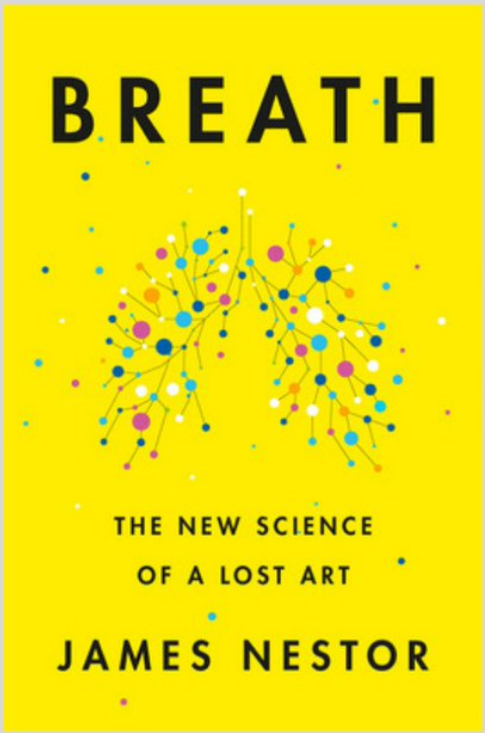


"Money's greatest intrinsic value—and this can't be overstated—is its ability to give you control over your time."

Breath by James Nestor

Lessons:

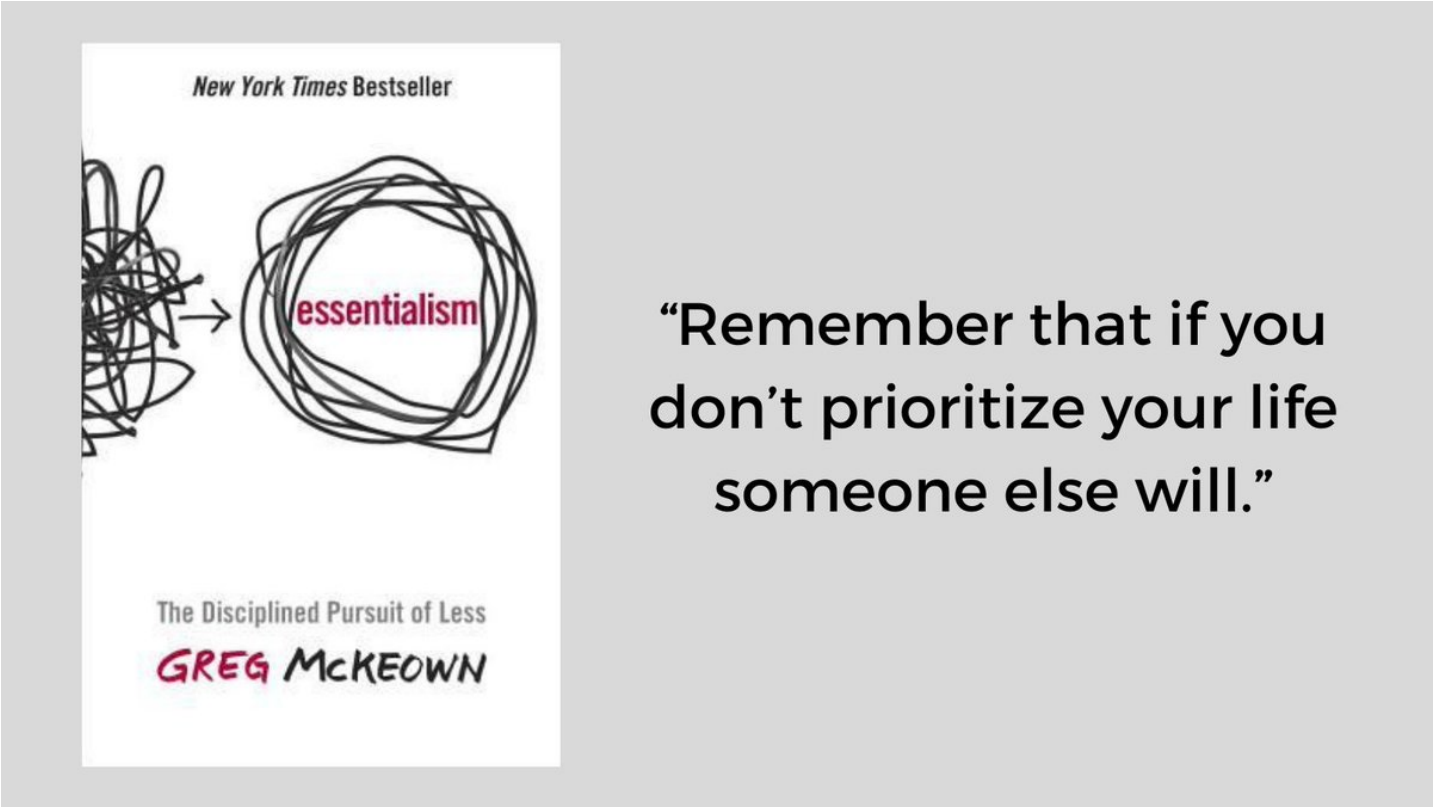
- Breath out of your nose, not your mouth
- Slowing down your breathing improves your health



"No matter what we eat, how much we exercise, how resilient our genes are, how skinny or young or wise we are—none of it will matter unless we're breathing correctly. "

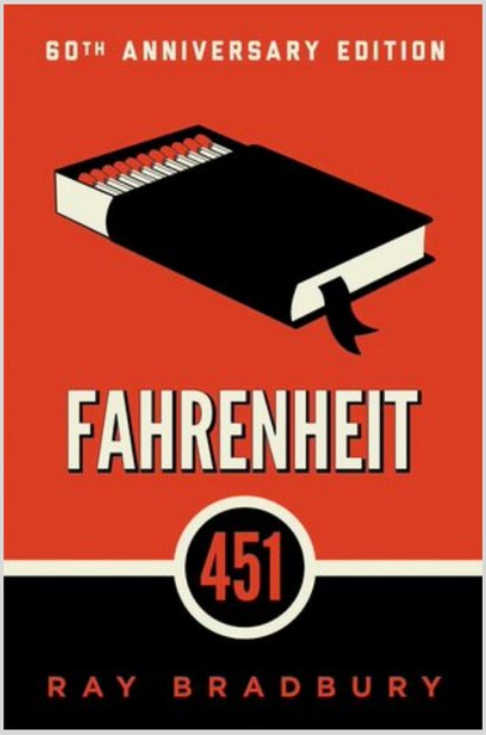
Essentialism by Greg McKeown

Lessons:
• Rate everything from 0 to 100 based on importance. If not greater than 90, don’t do it
• Add a 50% buffer to any time estimate



Fahrenheit 451 by Ray Bradbury

Lessons:
• We need to think for ourselves
• Facts are useless without context



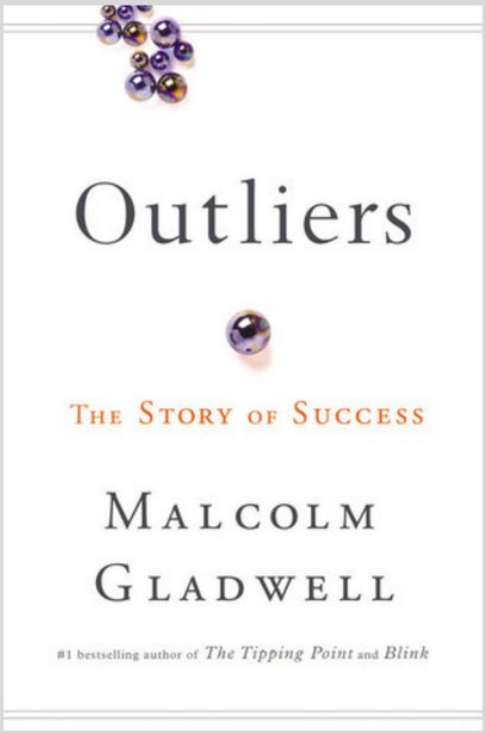
"There must be something in books, things we can't imagine, to make a woman stay in a burning house; there must be something there. You don't stay for nothing."

Outliers by Malcolm Gladwell

Lessons:

• It takes 10,000 hours of intentional practice to become world-class

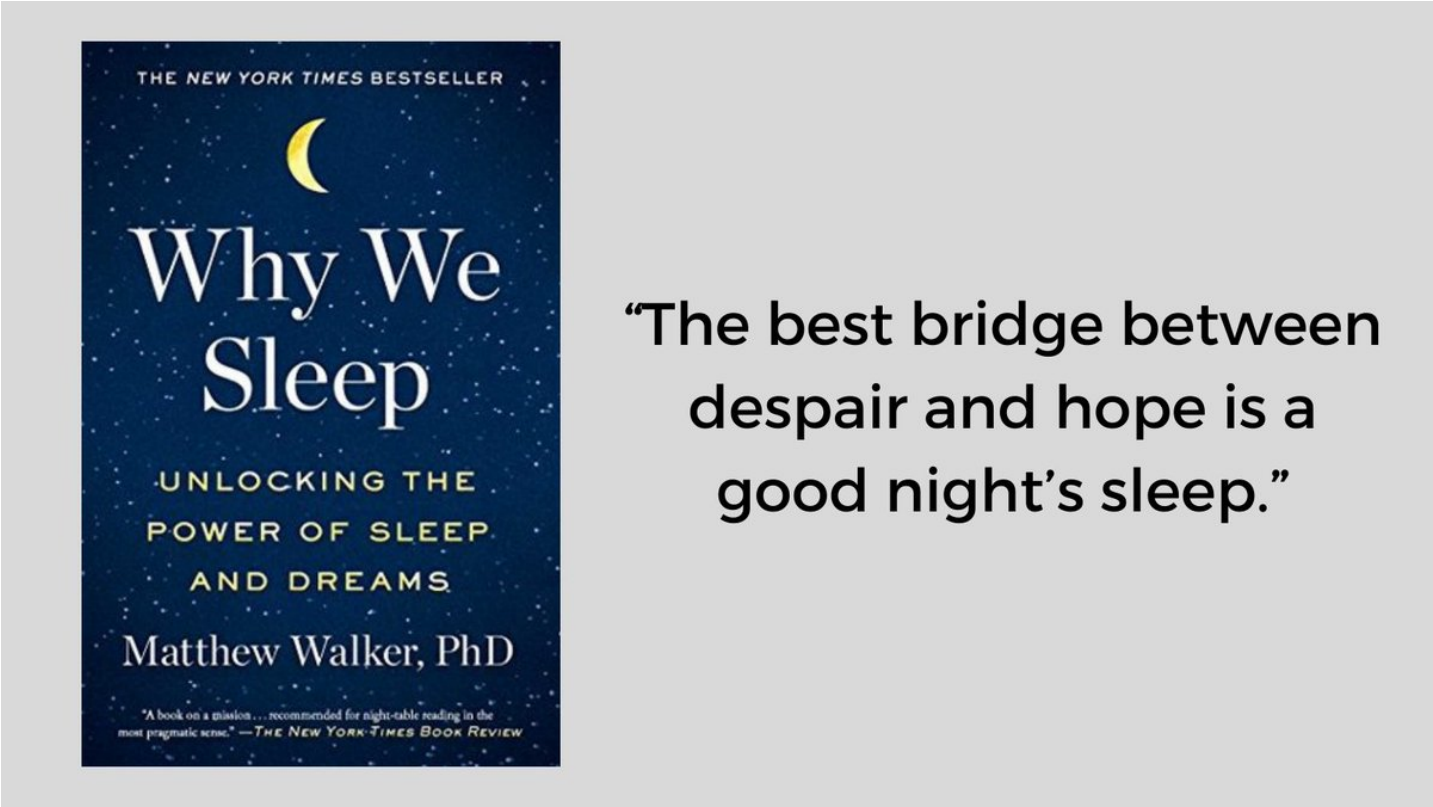
• The month you're born in can be an advantage or disadvantage



"Practice isn't the thing you do once you're good. It's the thing you do that makes you good."

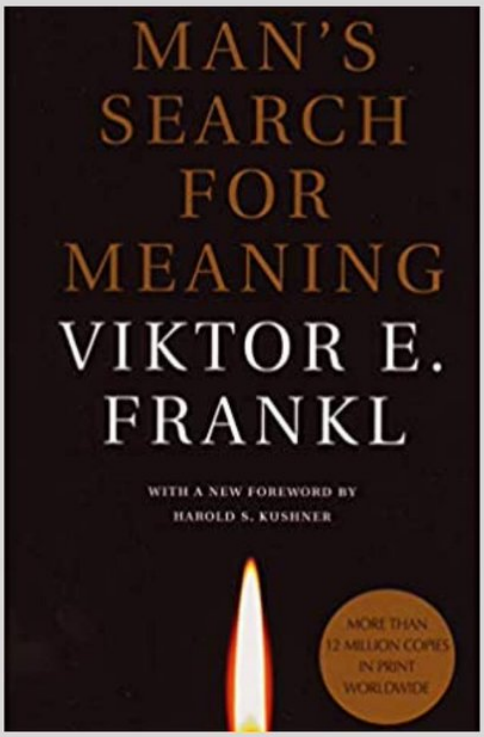
Why We Sleep by Matthew Walker

Lessons:
• Sleeping less increases the risk of certain diseases
• Tips to sleeping better



Man's Search for Meaning Viktor Frankl

Lessons:
• We can always choose our attitude
• You can find meaning through suffering

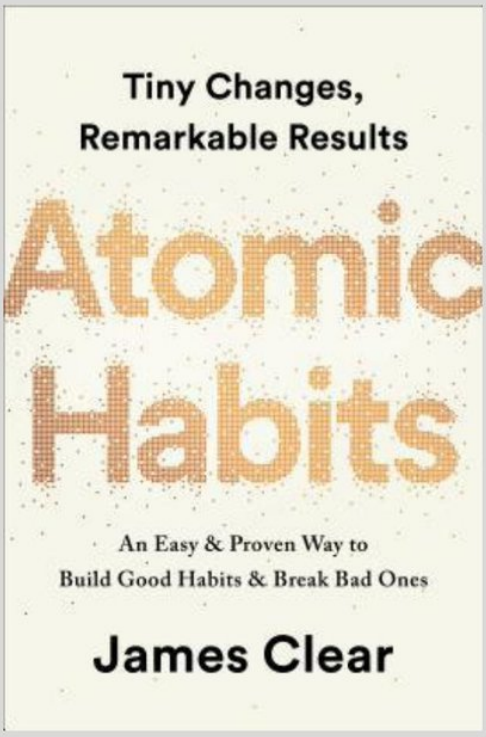


"When we are no longer able to change a situation, we are challenged to change ourselves."

Atomic Habits by James Clear

Lessons:

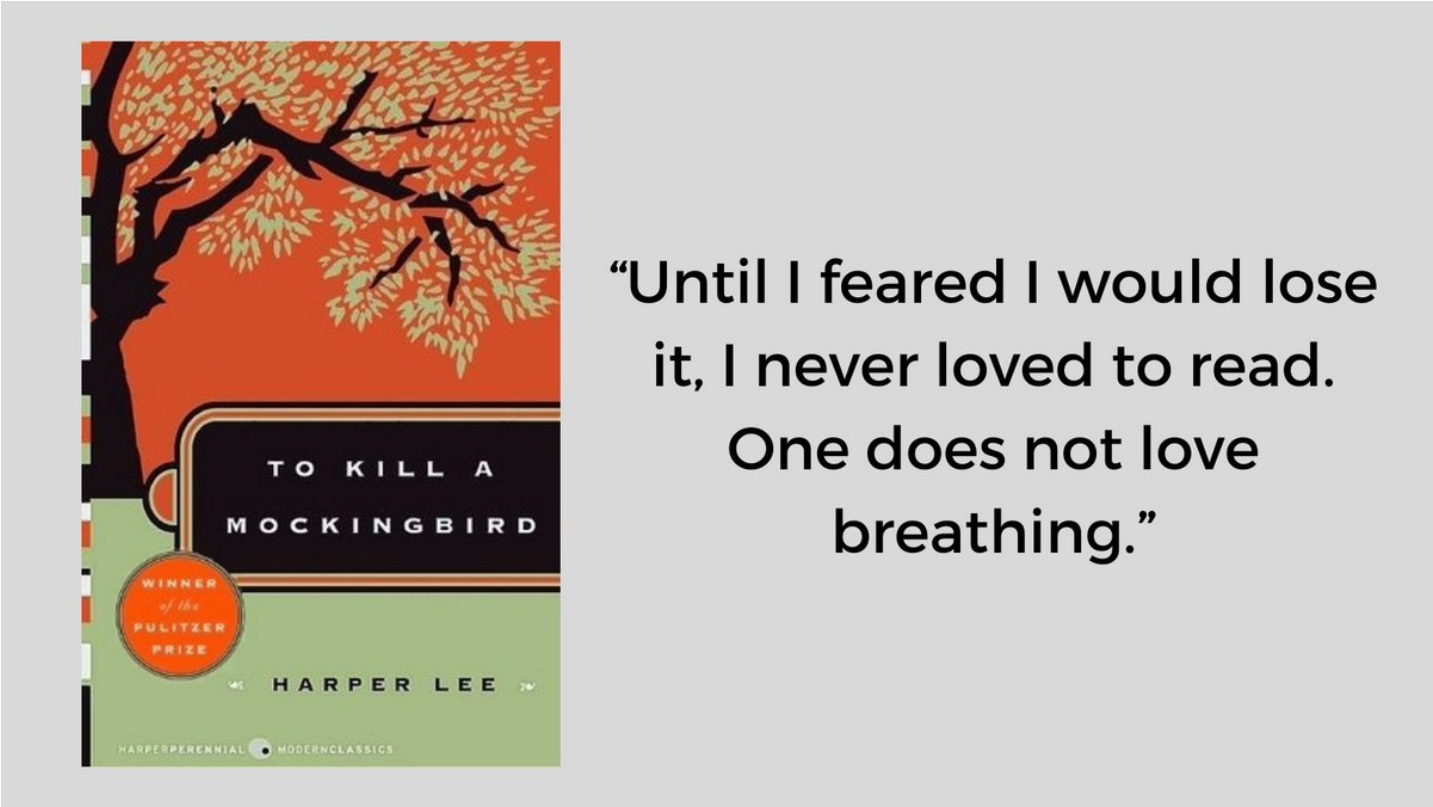
- How small habits compound
- Form new habits by making them obvious, attractive, easy, and satisfying



"You do not rise to the level of your goals. You fall to the level of your systems."

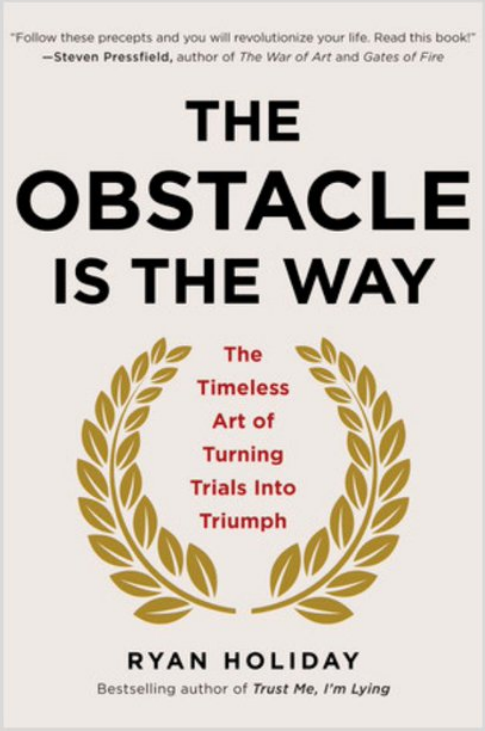
To Kill a Mockingbird Harper Lee

Lessons:
• Don’t judge a book by its cover
• Actions speak louder than words



The Obstacle Is the Way by Ryan Holiday

Lessons:
• How to turn adversity into success
• Accept what you cannot change and change the things you can



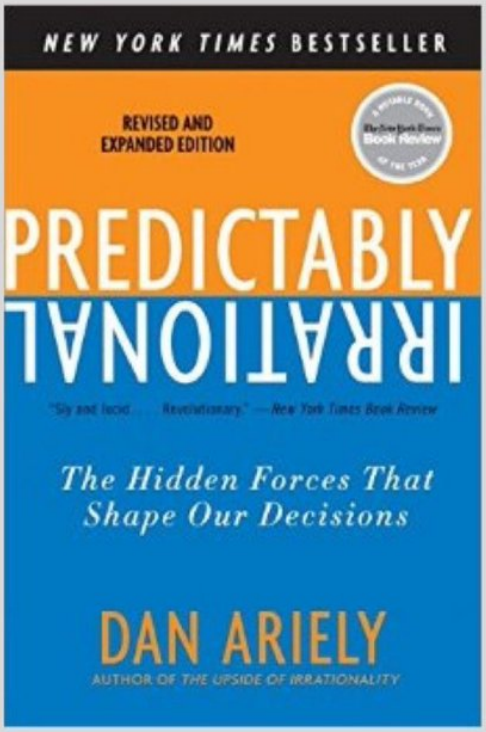
"There is no good or bad without us, there is only perception. There is the event itself and the story we tell ourselves about what it means."

Predictably Irrational by Dan Ariely

Lessons:

• Free is actually price. Loss avoidance is a huge motivator

• You overvalue what you own (endowment effect)



"Individuals are honest only to the extent that suits them (including their desire to please others)"

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> 15 books you should read every year:
>
> — Kurtis Hanni (@KurtisHanni) February 23, 2022