

HOW TO INFLUENCE FRIENDS



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Dale Carnegie (1888-1955) described himself as a "simple country boy" from Missouri but was also a pioneer of the self-improvement genre. Since the 1936 publication of his first book, How to Win Friends and Influence People, he has touched millions of readers and his classic works continue to impact lives to this day.

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For example, consider Olympian Ryan Lochte s fellow swimmers that night in Brazil or the young man who took the up-skirt pictures at school and sent them to friends. In his series, Guardrails, Andy Stanley reminds us that friends influence the direction and quality of our lives.

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How to Win Friends and Influence People was one of the first best-selling self-help books ever published. Written by Dale Carnegie and first published in 1936, it has sold 15 million copies worldwide.

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