



It's Not Where You Start, It's Where You Finish!: The Success Secrets of a Top Member of the Mary Kay Independent Sales Force

By Hennessy-Ortega, Gillian

Wiley, 2005. Book Condition: New. Brand New, Unread Copy in Perfect Condition. A+ Customer Service! Summary: Foreword.Preface.Acknowledgments.PART I: FROM IRELAND TO AMERICA.Chapter 1: Taking Charge of My Life.PART II: THE THREE KEYS TO PERSONAL EXCELLENCE.Chapter 2: Respect.Chapter 3: Rejoice.Chapter 4: Reach!PART III: THE TEN PRINCIPLES FOR SALES SUCCESS.Chapter 5: Think Like A Champion.Chapter 6: Discipline Creates Excellence.Chapter 7: I Can!Chapter 8: Think Positive . . . Live Positive.Chapter 9: Turn Defeat into Success.Chapter 10: Integrity.Chapter 11: Discover the Power of Your Dream.Chapter 12: Avoid Sabotaging Yourself.Chapter 13: Perseverance.Chapter 14: No Excuses.PART IV: CLOSING COMMENTS.Chapter 15 God, Family, and Work.Index.



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