

a revolutionary attitude toward doing business. I wanted very much to work there, and when I walked in the door, it was with the intention of getting a job. I quietly held to the notion that I would be hired, no matter what happened.

The company partner who interviewed me made it clear to me what was expected. “Positive relationships with others are important. Always being open and growing is important. Results are important. You have to make thirty thousand dollars or more in commissions each year or you’re not here.”

I nodded. I believed I could do it. Some of the people there doubted my ability—even during my interview, I overheard one of the partners asking the man who hired me, “Why are you bringing in a housewife with no experience?” But I knew I wanted the job, so I simply didn’t react to their doubts. Something about me made an impact on them. I got the job.

I crept in the door on my first day—it was a holiday, so no one else was there—and almost whispered into the phone to clients because I felt so self-conscious. That day, I made a contact that led to a sale worth thirty thousand dollars in commissions. My first day on the job, I covered my quota for the year.

Three years later, I made a deal worth eight hundred thousand dollars in profit shares and commissions, and over the next few years, I built a net worth of two million and became a junior partner.

I had an exciting time working there. I learned and grew. The atmosphere in that company was so joyful that it drew people. Even the mailman lingered after dropping off the mail each day, basking in the upbeat mood. The receptionist was always swamped with flowers because she received so much appreciation. It just felt so good to call in. The salespeople loved coming to work so much that they’d come in on their days off. We had to be forced to take time away. One day a month we had to stay out of the office entirely; they’d fine us if we showed up.