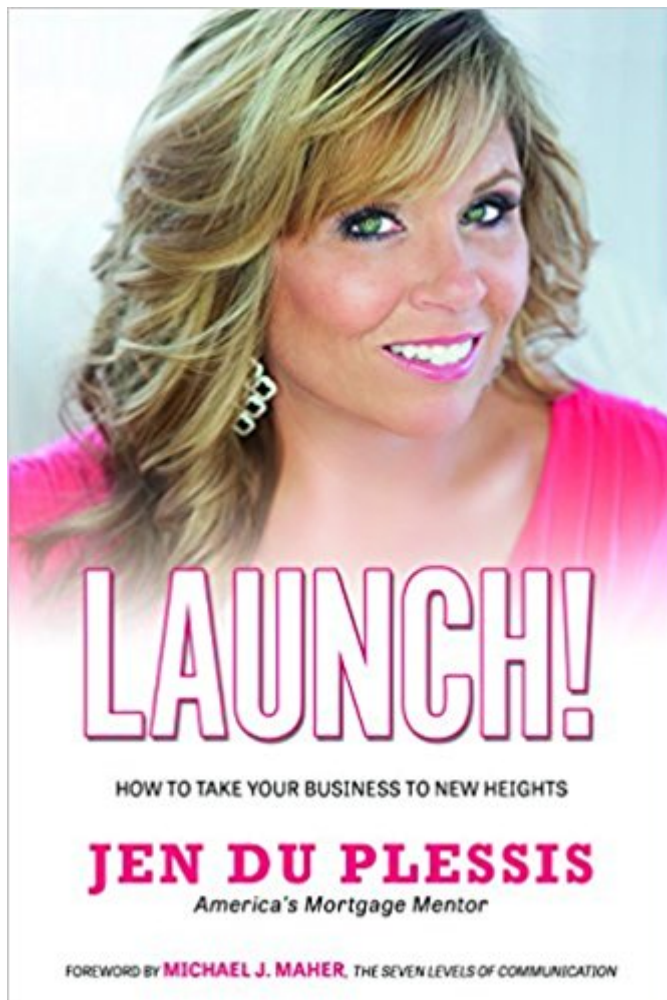


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Launch!



Synopsis

For over 30 years, Jen Du Plessis has been at the top of the mortgage lending industry. She has been named in the Top 200 Loan Originators in the U.S. more than five times, and is also the Founder and CEO of The Kirney Group, Inc., a commercial lending firm and Black Fox Investments, LLC, a real estate management company. Now she's ready to share her tools, advice, strategies, and inspiration to spark growth in your practice and help you excel. Told in Jen's signature down-to-earth, no-frills style, *Launch!* is full of tried-and-tested advice on systems, structure, implementation, and goal setting. Whether you're a seasoned professional or just getting into the business, Jen's expert knowledge will help you reach new heights that you haven't imagined before now. Stop waiting and talking about your future success. The time is now for you to launch!

Book Information

Hardcover: 240 pages

Publisher: Mascot Books (September 5, 2017)

Language: English

ISBN-10: 1684012236

ISBN-13: 978-1684012237

Package Dimensions: 9.2 x 6.3 x 0.5 inches

Shipping Weight: 1.2 pounds (View shipping rates and policies)

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Customer Reviews

"I wish I had read this book 20 years ago! People start businesses with high hopes but lack the skills and the plan necessary to make it successful this book eliminates that problem. It is an easy read with step-by-step instructions from a real pro. So stop repeating what doesn't work or floundering around for a solution. Read *LAUNCH!* and make success happen." - --Joan Coullahan, CFDS "I have known and worked with Jennifer for several decades and experienced her amazing success and her ability to communicate and lead others on their respective paths to success as well. Jennifer is unique in her ability to clearly understand and articulate the pathway to be a top performer, and she has spent years crafting this skill in a way that results in proven success for herself and others. Jennifer is self-driven, has an amazing enthusiasm for ever improving on her

performance and success, and is infectious with her attitude. I highly recommend that others read, learn, and practice her skills. Proven success patterns cannot be denied, and she has a clear history of success." - --David H. Stevens, President and CEO Mortgage Bankers Association"I've sat through countless hours of class learning from [Jen Du Plessis], shared several meals discussing life and business, and was introduced to my fabulous coaching company, Buffini and Company, by Jen. It's fair to say that my path would've been much different without her guidance and support. I look forward to sharing her book with some VERY lucky folks." --Katrina Kimbro Smith, RE/MAX Real Estate

Jennifer began her long career in mortgage lending while in high school and continued to work through college. She studied Architectural Design & Construction at Colorado State University. In the last 30+ years, she has been a delegated underwriter for the FHA, Veterans Administration, and both Fannie Mae and Freddie Mac. She has held management positions from District Manager to Executive Vice President/National Sales Manager. For the past 16 years, she has been the Principal of The Kirney Lending Team, holding the title of HCIC Head Chick in Charge. Jennifer has been featured in such publications as The Wall Street Journal and The Washington Post, and on Good Morning America, XM Radio and Federal News Radio; and has had speaking engagements at The George Washington University as well as several networking and business organizations nationally. She has been named in the Top 200 Loan Originators in the U.S. over 5 times. She is also the Founder and CEO of The Kirney Group, Inc., a commercial lending firm and Black Fox Investments, LLC, a real estate management company. Kinetic Spark Consulting, LLC evolved from Jen's desire to help others in her industry, as well as real estate agents, small business owners, and executives by offering and developing educational training, consulting, and coaching. She has helped numerous clients achieve their personal, professional, and management goals. Jen is a highly sought after speaker as a member of the National Speakers Association, and in her workshops and training sessions Jen shares strategies she has applied in reaching her goals every year, while maintaining a balanced lifestyle. Through her group and Accelerate Personal Coaching, Jen advises and guides her clients based on personal goals and abilities, and she shows others how to realize financial goals through systems, structure, implementation, and goal setting through her own experiences. She is also a Professional Coach with Maximum Acceleration.

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