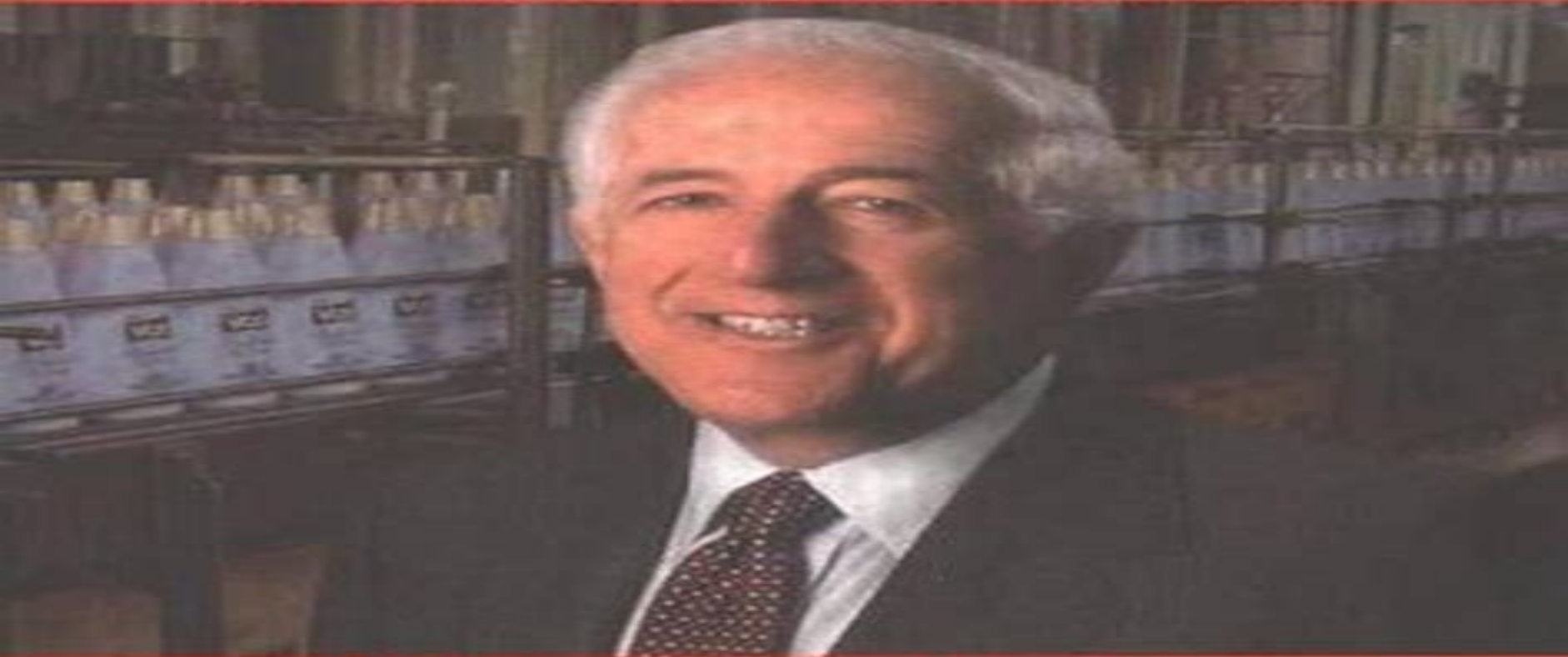


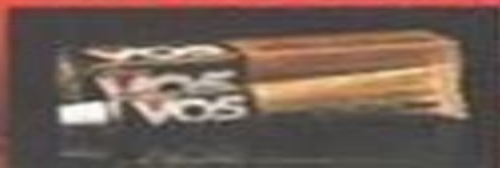
WINNERS MAKE IT HAPPEN

REFLECTIONS OF A SELF-MADE MAN



LEONARD LAVIN

FOUNDER AND CHAIRMAN OF THE BOARD, ALBERTO CULVER COMPANY
WITH DANIEL PAISNER



Winners Make It Happen Reflections Of A Self Made Man

JE Gale



Winners Make It Happen Reflections Of A Self Made Man:

Winners Make it Happen Leonard H. Lavin, 2004-01-30 Leonard Lavin epitomizes the American Dream In this book Lavin reveals how his instinct driven vision led him to build the Alberto Culver Corporation from a tiny beauty supply company into a revered Fortune 500 business Beauty Imagined Geoffrey Jones, 2010-02-25 The global beauty business permeates our lives influencing how we perceive ourselves and what it is to be beautiful The brands and firms which have shaped this industry such as Avon Coty Est e Lauder L Or al and Shiseido have imagined beauty for us This book provides the first authoritative history of the global beauty industry from its emergence in the nineteenth century to the present day exploring how today s global giants grew It shows how successive generations of entrepreneurs built brands which shaped perceptions of beauty and the business organizations needed to market them They democratized access to beauty products once the privilege of elites but they also defined the gender and ethnic borders of beauty and its association with a handful of cities notably Paris and later New York The result was a homogenization of beauty ideals throughout the world Today globalization is changing the beauty industry again its impact can be seen in a range of competing strategies Global brands have swept into China Russia and India but at the same time these brands are having to respond to a far greater diversity of cultures and lifestyles as new markets are opened up worldwide In the twenty first century beauty is again being re imagined anew

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