

Questions

1. The Challenge

1. What was the author's aim for writing, *Teen Success: If You Don't Want the Truth, Don't Read This?*
2. How did the author get a job in the career of his choice?
3. What is Lesson #1 when looking for employment?
4. a. What is one of the first things that is taught in the Marine Corps?
b. Why is it so important in the military to learn that lesson?
5. a. What did the author do to investigate the schools?
b. What kind of teens did he find in some of these schools?
6. What happened to the author after working six months as a tool designer?
7. List the three companies the author started.
8. How successful did his electrical discharge machining become? (You may view it at www.ReliableEDM.com)
9. Describe Henry Ford's dream.

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10. Describe Walt Disney's dream for Disneyland.

11. Describe Sir Winston Churchill's dream.

12. Describe Martin Luther King's dream.

13. What did McGinnis say was the secret for an average person to become successful?

14. What's your dream?

2. The Importance of Education

1. Why is education so important in today's changing world?

2. Describe the printing process of a book before and after the computer.

3. What transpired in our economy from 1800 to 2000?

4. Why is the chart showing how the U.S. evolved from an agricultural economy to an industrial economy to a service economy so important for teens to understand?

5. What major cause created such a difference in today's economy?

6. What has become so important in a modern economy?

7. What percentage of the U.S. population works in agriculture?

8. Why does agriculture today require so few workers?

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9. How does a global positioning system aid farmers?
10. How much higher is the median wage of a college graduate than that of a high school graduate?
11. Why would an employer rather hire a high school graduate than a dropout?
12. What are the earning statistics between dropouts and high school graduates?
13. How much less does a high school dropout earn compared to a college graduate with a bachelor's degree?
14. What is likely to happen to dropouts?
15. Why were algebra, geometry, and trigonometry important to the author?
16. Why is having proper English skills so important today?
17. What are the two options for failing students?
18. How important are friends in the pursuit of success?

3. Educational Success

1. List the handicaps and the successes of George Washington Carver.
2. List the handicaps and the successes of Benjamin Franklin.

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3. List the handicaps and the successes of Helen Keller.
4. List the handicaps and the successes of Abraham Lincoln.
5. How would Albert Einstein probably be diagnosed today?
6. How would Thomas Edison probably be diagnosed today?
7. What can a person learn by going to a nursery?
8. What did Mrs. Wilbur Steele do when she ordered 50 baby chicks and they sent her 500?
9. What do Joseph Boyett and Jimmie Boyett in “*The Guru Guide*,” say failure does?
10. In spite of his severe handicaps, why did Glenn Cunningham become so successful?
11. What does John C. Maxwell, in *Developing the Leader Within You*, say about 300 highly successful people?
12. What excuse do some low achievers give for their failures?
13. Why is bitterness so destructive to teen success?
14. What characteristics do employers look for when hiring?

4. The Secret to Educational Success

1. What is the secret to educational success?
2. What are Denis Waitley's three precepts in "What Makes a Winner?"
3. What did Joe Sorrentino do that changed his life?
4. What is discipline?
5. What makes athletes successful?
6. What did *Fortune* magazine reveal in the article, "What it takes to be great"?
7. According to the book, *The Millionaire Next Door*, how did the millionaires become wealthy?
8. What was the result of the author's decision to exercise and eat healthy?
9. If you owned a thoroughbred horse worth five million dollars, how would you take care of it?
10. What is delayed reward?
11. What percentage of firms requires a basic skills test for job applicants?
12. List some of the ways for continual education.

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13. What attitude did the president of Colgate-Palmolive have when he first started working at the company?
14. Tom Hopkins provides seminars on how to master the art of selling. What did the top salesman say to Hopkins about other salesmen in his company?
15. Tom Hopkins has trained nearly a million salespeople. What did he say was the characteristics of great sales people?
16. Why have the author's children's books won so many awards?
17. What is one of the best sources for teens to get advice?
18. What did Henry Ford say was one of the secrets of success?
19. Why does listening to parents help someone avoid problems?
20. Why is empathy one of the critical attributes for success?
21. What was the first question that Coach Paul "Bear" Bryant asked his football players?
22. What did Coach Paul "Bear" Bryant tell his new football players to do?
23. How do other cultures treat their elderly?

5. Choosing and Preparing for the Right Career

1. What is the ideal job?
2. Why should people be careful about seeking employment in playing professional sports?
3. What kinds of tests are available to show your strengths and weaknesses?
4. What four things should you ask yourself concerning your career?
5. Before making a career choice, what are some of the things you should do?
6. What has happened because of globalization and automation concerning agriculture and service employment?
7. What are some of the high-paying jobs in industry?
8. What are some of the high-paying jobs in service?
9. What does the *Occupational Handbook* for the U.S. Department of Labor provide?
10. Where on the web can one find free information about this handbook?
11. What information is available free from the Bureau of Labor Statistics for choosing a career?
12. What are some advantages to establishing your career

choice early?

13. List some summer jobs available for teens.

14. Why should you avoid debt like the plague?

15. What is APR?

16. If your debt is \$1,000 for the entire year and the APR is 19%, how much interest will you have to pay every year if you don't pay off the debt?

17. According to David Brooks, what has happened to the United States during the past 30 years?

18. Why do some people call the lottery a tax on stupidity?

19. What are the seven key money lessons?

20. What are the eight shopping tips?

21. What did Thomas Stanley and William Danko say were three words that profile the rich?

22. If you don't have the money to buy something, what should you do?

23. How important is the issue of dating and marriage for your future success?

24. Explain why it is important to date someone who practices Golden Rule thinking.

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25. What is a good test to discover if the one you are dating practices Golden Rule thinking?

6 The Resume and the Interview

1. What should be included about educational experience for those just entering the job market?
2. What should be included about activities for those just entering the job market?
3. What should be included about skills for those just entering the job market?
4. What should be included about work experience for those just entering the job market?
5. Why is having an inferiority complex damaging in seeking employment?
6. What should you do if you're failing your classes?
7. What should you do with things you cannot change?
8. What caused Elmer Thomas, a former senator from Oklahoma, to forsake his inferiority complex?
9. Describe an unhealthy self-esteem.
10. Describe a healthy self-esteem.
11. What does a handshake convey?

12. What does Helene Cavanaugh recommend when shaking hands?

13. What is one of the first things the author looks for when hiring an employee?

14. What did J. C. Penney consider a person who salts his food before tasting it?

15. What did Paul Boynton say is the biggest mistake people make when applying for jobs?

16. What is the best way to dress for a job interview?

17. Why are employers reluctant to hire teens?

18. What extra steps can you take if you want a job at a specific company?

19. John Wanamaker said, “I am willing to pay as high as one hundred thousand dollars a year for a manager who can fill the place of the one I lost.” What was the outstanding quality of that employee?

7. The Free Enterprise System and America’s Foundation

1. What are the two basic types of economic systems?

2. Describe operating a farm under the communist economic system?

3. Describe operating a farm under the free enterprise system?

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4. What did Alan Greenspan report that caused China to change from its centrally planned agrarian economy?
5. What did Karl Marx say would happen to capitalism?
6. What did Alan Greenspan say why Karl Marx was wrong about the way people organize and create value?
7. What is the fundamental flaw of communism?
8. Why does America's free enterprise system and the promotion of faith in God produce the needed balance for its economy?
9. What is the solution for ending corruption?
10. What does an examination of the opening and closing paragraphs of the Declaration of Independence clearly reveal?
11. What did the Bill of Rights say concerning religion?
12. What's the solution to produce moral people?
13. What did Peter Berger say about the historic relationship between God and state?
14. Why is faith in God an important tenant for our nation's future?
15. What does naturalism believe?

16. What is moral relativism?

17. What are the fruits of moral relativism?

18. List three points from the government's paper on *Religious Expression in Public Schools: A Statement of Principles*.

19. What did Teddy Roosevelt say would happen if we just educate a person in the mind but not in morals?

20. What did Erika Harold do when she won the Miss America contest?

8. The Importance of Understanding the Free Enterprise System

1. Why is the free enterprise system important for teens to know?

2. What is the Golden Rule?

3. How did the author use the Golden Rule to build his successful company?

4. What did Zig Ziglar say you must do if you want everything in life?

5. What was Malcolm Mclean's idea that revolutionized shipping?

6. Why did the cleaning woman advance to become a

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manager of a Holiday Inn?

7. What principle did the author use to teach his five automotive classes that proved to be so successful?

8. What is the secret to having friends?

9. What did Abraham Lincoln say was the secret to winning a man to your cause?

10. What was the secret of James Adamson in selling theatre chairs to George Eastman, founder of the Kodak Company?

11. What did the young advertising copywriter discover to make his ads more appealing?

12. What will happen to companies that quit focusing on pleasing customers?

13. What are the three things the author believed were essential in having his company become successful?

14. Another individual opened an EDM company shortly before the author did. Why did that company fail?

15. What are the three principles the author says were the reasons for his success?

16. What did Joseph Boyett and Jimmie Boyett in "*The Guru Guide*," say were the three things that distinguish

leaders and managers?

9. Advancing On the Job

1. Give a short summary of “Elephant ears, eagle eyes, and a pinhole mouth.”

2. Why did the author refuse to go with the publicist of his new book?

3. What did George Berkley say was the number one guideline in “Getting Along With Your Boss”?

4. Why is it so important to have eagle eyes while working?

5. What was Socrates’ answer to the young man on finding knowledge?

6. Why should new employees learn to keep quiet and learn?

7. How did Dale Carnegie manage to avoid getting a ticket even after being warned by a policeman?

8. Why do some people refuse sound advice?

9. Define enthusiasm.

10. How critical is enthusiasm for success?

11. Why is attire so important on the job?

12. What are some things to be avoided concerning attire

on the job?

13. What are the three principles for successful management?

14. What is the failure of permissive management?

10. The Importance of Character for Success

1. List the characteristics of people of character.

2. What is the result when someone lies?

3. What is the normal reaction if someone comes late several times in a row without an excuse?

4. In *Bringing Out the Best in People*, what did Alan Loy McGinnis say was the reason 21 executives were derailed while 20 made it to the top?

5. In *The Millionaire Mind*, what five factors does Thomas J. Stanley say millionaires mention the most for their success?

6. What human quality did 1,300 senior executives say was necessary for business success?

7. In an in-depth study of 341 salespeople, what was the major difference between the top and average salespeople?

8. What is compassion?

9. What did a teenager do for the “Make-A-Wish Foundation”?

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10. What was the reason the prison guard showed compassion to John McCain when he was a prisoner of war in Vietnam?

11. What is peer pressure?

12. Describe a scene where peer pressure may be applied by an individual or a group.

13. What kind of people yield to peer pressure?

14. What did Alan Loy McGinnis say about great leaders?

15. List at least six sexually transmitted diseases.

16. List some of the advantages of not engaging in premarital sex.

17. What percentage of high school students have never had sex?

18. What do many teens think they can do about habits?

19. What are some of the diseases the American Lung Association says you can get from smoking?

20. What drastic measure causes some people to change bad habits?

21. What is one method drug pushers use to entice teens to take drugs?

22. List five ways on, “How to Say, ‘NO’”

23. What is the one word to describe the ten principles of

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“How to say ‘No!’” to peer pressure?

24. What did Benjamin Franklin do to overcome his bad habits?

25. Who is a good source to go to if you want to know your faults and eliminate them?

11. Golden Rule Thinking

1. What is the main idea for Golden Rule thinking?

2. What did James H. Worsham say was the simple secret of persuasion?

3. What was the secret the pump manufacturer used to increase the sales of its pumps?

4. What is the personal philosophy of Jim McIngvale who has more sales per square foot than any other competitor?

5. George Testar had a new rival for his department store. What did he do to stay competitive?

6. What did Doug Hall say was the key to effective marketing?

7. What does Morton Hunt say a skilled persuader does when someone objects to his proposal?

8. What secret allowed Joe Girard to sell twice as many cars as anyone else?

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9. What does Girard do when a customer requires auto service?
10. What is the thread that runs through all these success stories?
11. What did William James say was the deepest principle in human nature?
12. Give a practical application for seizing the moment of awakened curiosity for the acquisition of knowledge.
13. After winning the prestigious Sullivan Award as the nation's top amateur athlete and being inducted into the National Track and Field Hall of Fame, what did Glenn Cunningham do?

12. The Choice

1. List two positive views of success.
2. List two negative views of success.
3. How do selfish and proud individuals often define success?
4. Who was Eddie Rickenbacker?
5. How did the men survive on the Pacific Ocean for 24 days?
6. What did Rickenbacker do to motivate the men so they wouldn't give up hope?

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7. What was the biggest lesson Rickenbacker learned from being hopelessly lost in the Pacific Ocean?
8. What is success?
9. What should people remove in order to fulfill their dreams?
10. What is guiding vision?
11. What is passion?
12. What is integrity?
13. What is trust?
14. What is curiosity?
15. What is daring?
16. What is a person of character?
17. List some destructive habits.
18. What's a good standard for dating?
19. What's a good standard for friends?
20. What are some habits of good employees?
21. What should you aim to do when you see a problem?
22. How should you handle debt?

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23. What is the key to successful living?

24. What is free will?

25. America needs a new generation of teens. What are the characteristics of these teens?