

## Notes

### 1. The Challenge

<sup>1</sup> Joseph Boyett and Jimmie Boyett, *The Guru Guide*, John Wiley & Sons, New York, 1998, p. 20.

<sup>2</sup> Ibid., pp. 20-21.

<sup>3</sup> Ibid., p. 21.

<sup>4</sup> [http://www.brainyquote.com/quotes/authors/h/helen\\_keller.html](http://www.brainyquote.com/quotes/authors/h/helen_keller.html)

<sup>5</sup> <http://www.usconstitution.net/dream.html>

<sup>6</sup> *Education Week*, "Majority of Youths Found to Lack a Direction in Life," June 11, 2008.

<sup>7</sup> *Readers Digest*, "Why some fast-trackers fizzle...How 'Average' People Excel," August 1992.

<sup>8</sup> Ibid.

<sup>9</sup> <http://www.bls.gov/opub/ted/2006/mar/wk4/art02.htm>

### 2. The Importance of Education

<sup>1</sup> Carl Sommer, *Non-Traditional Machining Handbook*, Houston, Advance Publishing, 2009, p. 29.

<sup>2</sup> [http://www.uscsi.org/events/Lazear\\_Speech\\_Gala.pdf](http://www.uscsi.org/events/Lazear_Speech_Gala.pdf)

<sup>3</sup> Ibid.

<sup>4</sup> Ibid.

<sup>5</sup> [http://www.uscsi.org/events/Lazear\\_Speech\\_Gala.pdf](http://www.uscsi.org/events/Lazear_Speech_Gala.pdf)

<sup>6</sup> <http://www.nifl.gov/nifl/facts/workforce.html>

### 3. Educational Success

<sup>1</sup> *Psychology Today*, "Facing the Invisible Handicap,"

February, 1986.

<sup>2</sup> *Houston Chronicle*, “Broiler boon,” February 22, 1981.

<sup>3</sup> Joseph Boyett and Jimmie Boyett, *The Guru Guide*, John Wiley & Sons, New York, 1998, p. 42.

<sup>4</sup> John C. Maxwell, *Developing the Leader Within You*, Thomas Nelson Publishers, Nashville, p. 80.

#### **4. The Secret to Educational Success**

<sup>1</sup> John C. Maxwell, *Developing the Leader Within You*, Thomas Nelson Publishers, Nashville, p. 80.

<sup>2</sup> *Readers Digest*, “What Makes a Winner?” November, 1983.

<sup>3</sup> Ibid.

<sup>4</sup> *Fortune Magazine*, “What it takes to be great,” October 19, 2006.

<sup>5</sup> *Readers Digest*, “Why some fast-trackers fizzle...How ‘Average’ People Excel,” August 1992.

<sup>6</sup> Thomas J. Stanley and William D. Danko, *The Millionaire Next Door*, Pocket Books, 1996, p. 2-3.

<sup>7</sup> <http://www.amanet.org/press/amanews/bjp2001.htm>

<sup>8</sup> Ibid.

<sup>9</sup> [http://www.brainyquote.com/quotes/authors/h/henry\\_ford.html](http://www.brainyquote.com/quotes/authors/h/henry_ford.html)

<sup>10</sup> Dale Carnegie, *How to Stop Worrying and Start Living*, New York, Pocket Books, Inc., 1948, p. 200.

<sup>11</sup> Tom Hopkins, *How to Master the Art of Selling*, Warner Books, 1980, pp. 14-15.

<sup>12</sup> Ibid. p. 14.

<sup>13</sup> Proverbs 27: 5-6.

<sup>14</sup> *Readers Digest*, “The Farther Shore,” August, 2008.

<sup>15</sup> Ibid.

<sup>16</sup> [http://www.brainyquote.com/quotes/authors/h/henry\\_ford.html](http://www.brainyquote.com/quotes/authors/h/henry_ford.html)

<sup>17</sup> <http://bryantmuseum.ua.edu/>

<sup>18</sup> Thomas J. Stanley, *The Millionaire Mind*, Andrews McMeel Publishing, Kansas City, 2000, pp. 36-37.

<sup>19</sup> *Vital Speeches of the Day*, “Braving a New World,” June 15, 1981.

## **5. Choosing and Preparing for the Right Career**

<sup>1</sup> <http://www.bls.gov/oco/>

<sup>2</sup> <http://www.bls.gov/k12/>

<sup>3</sup> *U.S. News & World Report*, “Learning the tricks of Managing Money,” May 19, 2008.

<sup>4</sup> *Houston Chronicle*, “Let’ stigmatize debt culture the way we do smoking,” June, 15, 2008.

<sup>5</sup> Ibid.

<sup>6</sup> Ibid.

<sup>7</sup> Thomas J. Stanley and William D. Danko, *The Millionaire Next Door*, Pocket Books, 1996, p. 27.

<sup>8</sup> Carl Sommer, *Sex: If You’re Scared of the Truth, Don’t Read This!* Advance Publishing, Houston, 2009, pp. 92-93.

## **6. The Resume and the Interview**

<sup>1</sup> Dale Carnegie, *How to Stop Worrying and Start Living*, New York, Pocket Books, Inc., 1948, pp. 269-272.

<sup>2</sup> *Houston Chronicle*, “Handshake all-important,” June 5, 2008.

<sup>3</sup> John H. Harvey, William John Ickes, and Robert F. Kidd, *New Directions in Attribution Research*, Lawrence Erlbaum Associates, 1976, p. 65.

<sup>4</sup> Inc. Magazine, "The Believer," August, 2008.

<sup>5</sup> Dale Carnegie, *How to Stop Worrying and Start Living*, New York, Pocket Books, Inc., 1948, p. 139.

<sup>6</sup> *Houston Chronicle*, "Is what you wear hanging up your promotion?" July 23, 2007.

<sup>7</sup> Zig Ziglar, *Top Performance*, Berkley Publishing Group, New York, 1986, p. 177.

<sup>8</sup> Walter B. Knight, *Three Thousand Illustrations for Christian Service*, Grand Rapids, MI, Wm. B. Eerdmans Publishing Co., 1947.

## **7. The Free Enterprise System and America's Foundation**

<sup>1</sup> Alan Greenspan, *The Age of Turbulence*, The Penguin Press, New York, 2007, p. 295.

<sup>2</sup> Ibid. p. 300.

<sup>3</sup> <http://www.ushistory.org/declaration/document/index.htm>

<sup>4</sup> [www.archives.gov/national\\_archives\\_experience/bill\\_of\\_rights\\_transcript](http://www.archives.gov/national_archives_experience/bill_of_rights_transcript)

<sup>5</sup> Saul K. Padover, *The Washington Papers*, p. 263.

<sup>6</sup> Ibid. p. 447.

<sup>7</sup> Ibid.

<sup>8</sup> Ibid.

<sup>9</sup> *New York Teacher*, "Battered Pillars of the American System," June 27, 1976, pp. 21-22.

<sup>10</sup> *Readers Digest*, “Why We’re Happy,” July, 2008.

<sup>11</sup> Carl Sommer, *Character Under Attack and What You Can Do About It*, Advance Publishing, Houston, 2006, pp. 25-29,

<sup>12</sup> [http://www.washingtonpost.com/wp-dyn/content/article/2007/06/10/AR2007061001268\\_pf.html](http://www.washingtonpost.com/wp-dyn/content/article/2007/06/10/AR2007061001268_pf.html)

<sup>13</sup> <http://www.cdobs.com/archive/our-columns/for-true-public-school-reform-read-the-report,1652/>

<sup>14</sup> Religious Expression In Public Schools, U.S. Department of Education, June 1998, pp. 4-5. The document can be viewed at: [www.ed.gov](http://www.ed.gov)

<sup>15</sup> Ibid.

## **8. The Importance of Understanding the Free Enterprise System**

<sup>1</sup> <http://www.wow4u.com/zig-ziglar/index.html>

<sup>2</sup> <http://www.marinelink.com/Story/History+of+the+Containership-1470.html>

<sup>3</sup> Ibid.

<sup>4</sup> Zig Ziglar, *Top Performance*, Berkley Publishing Group, New York, 1986, p. 215.

<sup>5</sup> Dale Carnegie, *How to Win Friends and Influence People*, Simon and Schuster, 1936, pp. 133-134

<sup>6</sup> Ibid., pp. 104-106

<sup>7</sup> *Guideposts*, “The Shoes Of The Other Guy,” September, 1978.

<sup>8</sup> Dale Carnegie, *How to Win Friends and Influence People*, Simon and Schuster, 1936, pp. 44-45.

<sup>9</sup> Joseph Boyett and Jimmie Boyett, *The Guru Guide*,

John Wiley & Sons, New York, 1998, pp 15-16.

<sup>9</sup> Tom Hopkins, *How to Master the Art of Selling*, Warner Books, 1980, p. 13.

## **9. Advancing On the Job**

<sup>1</sup> *Readers Digest*, “Getting Along With Your Boss,” July, 1987.

<sup>2</sup> [http://en.wikipedia.org/wiki/Steve\\_Jobs](http://en.wikipedia.org/wiki/Steve_Jobs)

<sup>3</sup> Dale Carnegie, *How to Win Friends and Influence People*, Simon and Schuster, 1936, pp. 125-126.

<sup>4</sup> Zig Ziglar, *Top Performance*, Berkley Publishing Group, New York, 1986, p. 207.

<sup>5</sup> *Houston Chronicle*, “Is what you wear hanging up your promotion?” July 23, 2007.

<sup>6</sup> Ibid.

<sup>7</sup> Ibid.

<sup>8</sup> [http://www.psichi.org/pubs/articles/article\\_368.asp](http://www.psichi.org/pubs/articles/article_368.asp)

<sup>9</sup> <http://www.managementhelp.org/commskls/listen/listen.htm>

## **10. The Importance of Character for Success**

<sup>1</sup> Alan Loy McGinnis, *Bringing Out the Best in People*, Minneapolis, Augsburg Publishing House, 1985, p. 143.

<sup>2</sup> Thomas J. Stanley, *The Millionaire Mind*, Andrews McMeel Publishing, Kansas City, 2000, p. 11.

<sup>3</sup> John C. Maxwell, *Developing the Leader Within You*, Thomas Nelson Publishers, Nashville, p 38.

<sup>4</sup> Ibid.

<sup>5</sup> Zig Ziglar, *Top Performance*, Berkley Publishing

Group, New York, 1986, p. 101.

<sup>6</sup> [http://www.marini.com/marinnews/ci\\_10471493](http://www.marini.com/marinnews/ci_10471493)

<sup>7</sup> <http://www.npr.org/templates/story/story.php?storyId=4959134>

<sup>8</sup> <http://www.npr.org/templates/story/story.php?storyId=4583249>

<sup>9</sup> *Houston Chronicle*, “Dating linked to teen’s higher risk of drug use,” August 20, 2004.

<sup>10</sup> Alan Loy McGinnis, *Bringing Out the Best in People*, Minneapolis, Augsburg Publishing House, 1985, pp 162-163.

<sup>11</sup> Carl Sommer, *Sex: If You’re Scared of the Truth—Don’t Read This!* Houston, Advance Publishing, 2009, pp. 40-41, 43, 70.

<sup>12</sup> *Education Week*, “Single-Sex Programs for At-Risk Students,” September 10, 2003.

<sup>13</sup> <http://www.lungusa.org/site/pp.asp?c=dvLUK9O0E&b=33484>

<sup>14</sup> *Readers Digest*, “Dying to Play Ball, July, 2004.

<sup>15</sup> *Readers Digest*, “The Dangerous New High,” November, 2006.

<sup>16</sup> *Time*, “Balding, Wrinkled and Stoned,” January 23, 2006

<sup>17</sup> Dale Carnegie, *How to Stop Worrying and Start Living*, New York, Pocket Books, Inc., 1948, p. 197.

## 11. Golden Rule Thinking

<sup>1</sup> James A. Worsham, *The Art of Persuading People*, New York, Harper & Brothers Publishers, 1938, pp. 8-9.

<sup>2</sup> James A. Worsham, *The Art of Persuading People*, New York, Harper & Brothers Publishers, 1938, pp. 41-42.

<sup>3</sup> <http://www.quotesandsayings.com/gbillgates.htm>

<sup>4</sup> *Business Week SmallBiz*, “What’s In It for Customers?” April/May, 2007.

<sup>5</sup> *Readers Digest*, “Getting Your Own Way—The Easy Way,” November, 1983.

<sup>6</sup> *Psychology Today*, “Going for the Gold in the Selling Game,” March, 1984.

<sup>7</sup> *Guideposts*, “5 Questions That Will Change Your Life,” August, 2006.

<sup>8</sup> <http://www.marykay.com/company/companyfounder/default.aspx>

<sup>9</sup> Ibid.

<sup>10</sup> Thomas J. Peters and Robert H. Waterman, *In Search of Excellence*, New York, Warner Books, 1982, pp. 157-158.

<sup>11</sup> Ibid.

<sup>12</sup> Zig Ziglar, *Top Performance*, Berkley Publishing Group, New York, 1986, p. 59.

<sup>13</sup> *Readers Digest*, “Never Quit,” April, 1982.

<sup>14</sup> Tom Butler-Bowdon, *50 Prosperity Classics*, Nicholas Brealey Publishing, Boston, 2008, p. 1.

## 12. The Choice

<sup>1</sup> <http://www.scripophily.net/letsigbyedri.html> (Material on Rickenbacker was also taken from other articles.)

<sup>2</sup> Dale Carnegie, *How to Stop Worrying and Start Living*, New York, Pocket Books, Inc., 1948, p. 131.

<sup>3</sup> Joseph Boyett and Jimmie Boyett, *The Guru Guide*, John Wiley & Sons, New York, 1998, p. 3.



# Index

## A

Adams, John 117  
Adamson, James 134  
Advancing On the Job 143  
Advice 63, 66, 75  
American Management  
Association 61, 154  
American Value System 121  
Andersen, Hans Christian 42  
Ash, Mary Kay 190  
Author 9  
Author's Background 13

## B

Bennis, Warren 199  
Berger, Peter 118  
Berkley, George 145  
Bill of Rights 115  
Bitterness 51  
Boyett, Jimmie 43, 141, 200  
Boyett, Joseph 43, 141, 200  
Boynton, Paul 105  
Branden, Nathaniel 170  
Brooks, Arthur C. 119  
Brooks, David 86, 89  
Bryant, Paul William (Bear) 72  
Budget 90

## C

Capitalism 109

Capitalism, Fundamental Flaw  
of 113  
Career, Right 77  
Career Information 81  
Carnegie, Andrew 75  
Carnegie, Dale 63, 148, 181, 198  
Carver, George Washington 39  
Champion 65  
Character 159, 201  
Character Under Attack and What  
You Can Do About It 120  
Choice 195, 203  
Churchill, Sir Winston 19  
Cirulli, Joe 104  
College 91  
Communism, Fundamental Flaw  
of 113  
Compassion 164  
Computer 25  
Continual Education 61  
Courage 180  
Credit Cards 88  
Cunningham, Glenn 45  
Customers 185

## D

D'Arrigo, Joseph 22  
Danko, William 56  
Dating 94  
Debt 84, 92  
Declaration of Independence 114

## Teen Success In Career and Life Skills

Delayed Rewards 59

Discipline 15, 55

Disney, Walt 18

Dream 18

Dropouts, Earning Statistics 32

Dropouts, High School 31

Drugs 175

### E

Eagle Eyes 143, 145

Eastman, George 134

Education, The Importance of 25

Education, The Value of 29

Educational Success 39

Einstein, Albert 41

Elephant Ears, Eagle Eyes, and a  
Pinhole Mouth 143

Empathy 72, 194

Employment During School and  
Summer 84

English 35

Enthusiasm 150

Excuses for Low Achievement 48

Exercise 58

Experience 139

### F

Fair, Firm, and Loving 156

Feldman, Ben 188

Ford, Henry 18, 70

Founders of Our Nation,

Sentiments of the 114

Franklin, Benjamin 40, 181

Free Enterprise System 109, 127

Friends 37, 133, 169, 201

### G

Gambling 89

Gillison, Maura 68

Girard, Joe 190

Goal Setting 199

Golden Rule 127, 140

Golden Rule Thinking 183, 193

Greenspan, Alan 110, 112

### H

Habit, Quitting a Bad 180

Habits, The Power of Bad 174

Handicaps 40

Handshake 102

Harold, Erika 125

Hasty Decisions 83

High School Dropouts 31

Hooton, Taylor 176

Hopkins, Tom 64, 142

Humanism 121

Humility 150

Hunt, Morton 187

### I

Inferiority Complex 99

Innovation 128

Integrity 160, 200  
Interpersonal Skills 154  
Interview 97, 103

## **J**

Jefferson, Thomas 117  
Jobs, Steve 148

## **K**

Keller, Helen 19, 40  
King, Martin Luther 20

## **L**

Lazear, Edward P. 28  
Lazy Students 46  
Leadership 199  
Lincoln, Abraham 40, 133  
Literacy 60  
Little, E. H. 63  
Love 156  
Loving Your Customers 141

## **M**

Madison, James 118  
Management, Permissive 157  
Management That's Fair, Firm, and  
Loving 156  
Marine Corp 14, 71  
Marketing 187  
Marriage 94  
Marx, Karl 111

Math 60  
Maxwell, John C. 45, 162  
McCain, John 165  
McGinnis, Alan Loy 22, 56, 160  
McGinnis, Loy 169  
McIngvale, Jim 185  
McLean, Malcolm 129  
Miller, John 188  
Miss America 125  
Money Lessons 90  
Moral Relativism, Fruits of 121  
Moser, Harry 64

## **N**

Naturalism 121

## **O**

Occupational Outlook  
Handbook 80

## **P**

Parental Advice 66, 70  
Parents, Thanking 73  
Passion 200  
Patton, George 42  
Peer Pressure 168  
Peer Pressure, How to Say,  
"NO!" 178  
Penney, J. C. 104  
Pinhole Mouth 143  
Pleasing Customers 137

## Teen Success In Career and Life Skills

Powell, Colin 166

Pride 150

### Q

Questions 205

Quitting School 30, 36

### R

Reliable EDM 138

Religious Expression in Public  
Schools: A Statement of  
Principles 124

Resume 97

Reynolds, Stephen 67

Rickenbacker, Eddie 196

Rockefeller, Nelson 42

Roosevelt, Teddy 125

Rorty, Dr. Richard 123

### S

Schools in Crisis: Training for  
Success or Failure? 118

Schulman, Steven 40

Self-Esteem 100

Separation of God and State 115

Sex, Avoiding Premarital 172

Sex: If You're Scared of the Truth,  
Don't Read This! 95, 171

Sexual Peer Pressure 171

Shealey, Lonnie 150

Shopping Tips 92

Smoking 174

Socialism 109

Socrates 146

Sommer, Carl 9

Sorrentino, Joe 54

Stanley, Thomas 56, 57, 73

Stanley, Thomas J. 161

Success, Practical Ideas for  
Teen 200

Success, Praising People to 190

Success, Secrets of 139

Success, The Importance of  
Character for 159

Success, The Secret to  
Educational 53

Success, What Is 195

Success or Failure 39, 43

### T

Taking Responsibility 53

Technology Explosion 25

Teens, A New Generation of 204

Teen Success, Practical Ideas  
for 200

Thinking of Others 131

Think Like an Owner 127

Thomas, Elmer 100

### U

U.S. Economy 28

## **V**

Vinci, Leonardo da 42

## **W**

Waitley, Denis 53

Washington, George 116

Wilson, Woodrow 42

Worsham, James H. 183

## **Z**

Zedong, Chairman Mao 110

Ziglar, Zig 128, 130, 150, 162



## **Free Online Videos**

Straight Talk is hard-hitting, fast-paced, provocative, yet compassionate. Carl Sommer does not shy away from challenging issues as he offers from his vast experiences practical solutions to help students on their quest for success.

Sommer shares his insights on the dangers of drugs, alcohol, sex, and dating, and offers sound advice about friends, peer pressure, self-esteem, entering the job market, careers, entrepreneurship, the secrets of getting ahead, and much more.

### **To View Free Online Videos Go To:**

**[www.AdvancePublishing.com](http://www.AdvancePublishing.com)**

Under "Free Resources" click on "Straight Talk"

# SEX

## If You're Scared of the Truth, Don't Read This!



A power-packed book dealing with issues youth will face. If you really want know the truth about what happens in today's sex-saturated culture—this book is a must read. It's an eye opener.

Carl Sommer, educator and former U.S. Marine uses straight talk and solid documentation to expose the many dangers of casual sex and the many benefits of abstinence from sex until marriage. Sommer challenges today's youth to examine this important topic that has the potential of destroying their lives and preventing them from having a bright future.

**Medical Information Reviewed for Accuracy by  
The Medical Institute for Sexual Health**

## Explore

- Misconceptions, myths, and plain lies about sex
- Why today's youth aren't animals
- Superbugs and sexually transmitted diseases
- Why men won't buy the cow
- The truth about the sexually liberated
- Answers for dumb come-ons
- Rebel virgins
- The benefits of saving sex for marriage

## A Must Read for Those Wanting a Bright Future!

For More Information Visit: [www.AdvancePublishing.com](http://www.AdvancePublishing.com)

## Teen Success In Career and Life Skills