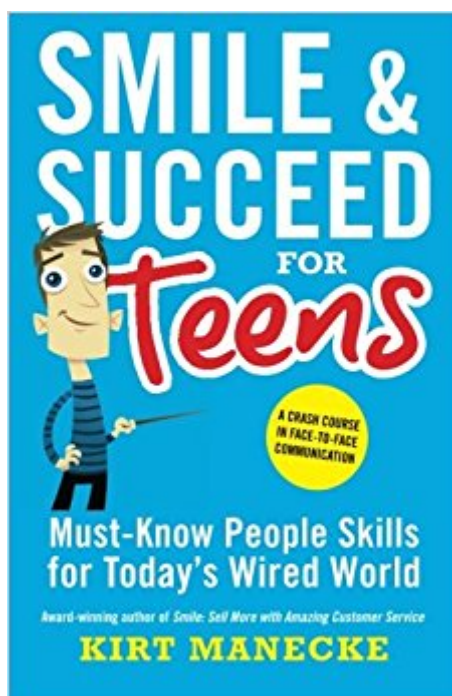


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Smile & Succeed For Teens: A Crash Course In Face-to-Face Communication



Synopsis

Is your teen prepared for the real world of personal communication? Set your kids up to succeed with the lost art of social skills. "5 Stars"--San Diego Book Review"Smile & Succeed for Teens is a fantastic resource to help teens be successful at work." --Temple Grandin, Author, *Thinking in Pictures*, *The Autistic Brain*ONE OF TIME MAGAZINE'S 100 MOST INFLUENTIAL PEOPLE IN THE WORLDAre your kids glued to their phones and out of touch with the real world? Do your teens slouch and have poor eye contact? Do you worry that their inability to communicate will keep them from getting a good job? If so, then it's time for a crash course in the social skills and job skills that will lead to their success. Let award-winning author Kirt Manecke be your guide. Developed by a team of teens, parents, and educators, the proven methods in Manecke's book provide your kids with the people skills and confidence they'll need throughout their lives. Whether your teen is looking for work, holding down a job, making friends, or taking part in leadership or service positions, *Smile and Succeed for Teens* will give them the education he or she needs to thrive. Perfect for special education and autism too. Each lesson is presented in an entertaining style, with quips, tips, and easy-to-adopt strategies that will teach your teenager the critical elements of good communication. Filled with fun and informative illustrations with educational captions. And the best part is, teenagers enjoy reading it! Parents, you can help your teens learn the skills in *Smile & Succeed for Teens* by using the book in conjunction with the *Parent's Guide for Smile & Succeed for Teens* (sold separately on) to give your teens the edge. In this book, your teen will discover how to:

- Develop self-esteem and beat crippling social anxiety
- Make new friends and speak with confidence
- Sail through the most difficult of interviews for scholarships, programs, and jobs
- Become an effective volunteer
- Improve their school programs and community through effective fundraising
- Succeed at work and stand out to their employer, and much, much more!

The winner of the Mom's Choice Gold Award for excellence, Teachers' Choice Award, and the IP Gold Award recognizing excellence, *Smile & Succeed for Teens* is an attention-grabbing, easy-to-use course that has already supplied thousands of teens with the skills to do better in school, develop meaningful relationships, and establish fulfilling careers. If you want to equip your teenager for success in work and life, then you can't afford to miss Manecke's essential guide. Buy the book to set your teen on the path to success today!

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Customer Reviews

WINNER MOM'S CHOICE GOLD AWARD WINNER TEACHERS' CHOICE AWARD WINNER IP GOLD AWARD "Smile & Succeed for Teens is a fantastic resource to help teens be successful at work." --Temple Grandin, Author, Thinking in Pictures, The Autistic Brain. One of Time Magazine's 100 most influential people in the world. "STRONGLY RECOMMENDED"--Midwest Book Review "HIGHLY RECOMMENDED"--Special Needs Book Review I love your book! It is perfect for any teen looking to get that first job."--Jennifer Kluesner, Oakland Schools, Regional Career Development Coordinator "It is the execution of common people skills which make a difference in the customer experience. Smile & Succeed for Teens tackles these issues. You got it right!"--Robert Lameier, President & CEO, Miami Savings Bank "A great book for teens with autism."--Holly Fadie, Speech-Language Pathologist, Boston Children's Hospital "Now I know when to have my phone out and when not to."--Isabelle, teenager "I recommend this book."--The Art of Autism "The book is valuable. For instance, I didn't really know there was a specific way to shake someone's hand."--Hannah, teenager "My big brother and I want to start a dog-walking business. Smile & Succeed for Teens will really help us get started."--Chase, teenager "This multiple award winning book provides teens with a quick, easy, and fun way to improve their skills."--Parenting Special Needs Magazine "The average teenager needs to read it."--About.com Parenting "Smile & Succeed for Teens is useful to me because I am shy. I am a babysitter and I learned to smile and make eye contact. I love the pictures!"--Isabella, teenager "Now I know how to act in an interview."--Jaicie, teenager "It definitely has the potential to be a total life changing book..."--The Old Schoolhouse Magazine "This is a book every teenager will enjoy reading

as they develop those essential skills needed for success."--San Diego Book Review"Our staff love the books in our Young Adult programs. Thanks!"--Dr. Jennifer Scott-Burton, Executive Director , Special Education, Washtenaw ISD"My teenage sons have been reading your book and it was their idea!"--Jennifer Holden, Mother, OK"Before you send your teen out to find a first job, be sure he reads this book! The best thing about this book is that my teenager actually read it."--William Allen, father, CA"A direct, helpful guide without wasted words or time."--Metro Parent Magazine"GREAT book for teens! Your book is all the rage!"--Tammy Hansford, Teacher Consultant, Washtenaw ISD, MI"Smile & Succeed for Teens is a recipient of the Mom's Choice Gold Award. Parents & educators trust the MCA Honoring Excellence seal when selecting quality products."--The Mom's Choice Awards®

In today's wired world, cell phones and other electronics, texting, and email are a reality. This makes having great people skills even more important. Smile & Succeed for Teens is based on my first book, Smile: Sell More with Amazing Customer Service, winner of 8 awards. With input from a variety of teens, educators, and parents, I created a customized version of Smile just for teens. Like my first book, the tips and techniques are based on the same proven customer service and sales methods used by successful businesses all over the world. These techniques will help teens make more friends and earn more money. In addition, I've added valuable information on finding and keeping a job, overcoming stress, and the benefits of volunteering. These important life skills for teens ensure they succeed in school, work, and life. Good social skills for teens are essential for landing a job and succeeding in a career. Getting a job can be very challenging and frightening for teens. Smile & Succeed for Teens helps teens stand out during a job interview and get the job. It will help make a teen a superstar employee--the type companies jump through hoops to have on their team. Communication skills are among the top skills businesses expect when interviewing and hiring. Employers everywhere are saying that young people lack the people skills critical to be successful at work. Smile & Succeed for Teens provides teens with a quick, easy way to learn and master the people skills critical to their success in school, work, and life. Do you have a shy teenager? Is your teen uncomfortable talking with adults or others? Smile & Succeed for Teens provides the words and methods for shy teens to feel self-confident and comfortable talking with others. The perfect teen stocking stuffer, graduation gift, and everyday gift.

Smile and Succeed for Teens is a potentially life changing must-read for teens. The book is full of valuable tips and information designed to help today's youth develop skills imperative for their

success in dealing with employers, customers, family, and friends. The author wastes no time with fluff or padding, which in my opinion can cause readers, especially boys, to quickly lose interest, instead he dives right in with The Top Ten People Skills. If your teen decides to employ any techniques from this book, The Top Ten People Skills should be it. In this short chapter teens are taught how to smile, make good eye contact, shake hands firmly, introduce themselves, ask questions, use proper body language, just to name a few. A host of other topics are covered in the subsequent chapters like dealing with customers, applying for jobs, and the importance of volunteer work. The priceless information covered is presented in an easy straightforward and concise manner, perfect for today's busy teens or reluctant readers. In just 144 pages, the author provides readers with a vast amount of advice that is an asset to their future success. I was so impressed with this book that I have already ordered additional copies for each of my teenagers and have recommended it to friends and family raising teens. I highly recommend picking up a copy of Smile and Succeed for Teens. You and your teen will be thankful you did.

Good

Not 100% valuable for younger teens, but overall pretty helpful.

To be honest, there isn't anything new in this book. It's "How to Win Friends and Influence People" for teens. It's everything you're likely to read in any self-help book or what you might have learned in your "business and careers" class in school or what any job training session will teach you. Smile. Be polite. Listen. Work hard. Be nice. The language is simplified for teens, but really even my eight-year-old could read it with ease. The book starts with the "Top 10 People Skills", including "Smile", "Make Eye Contact", "Turn Off the Electronics" and "Say Please and Thank You". These are basic skills that any decent parent will try to impart long before their child reaches the teen years. But, admittedly, with our electronics obsession, some of these skills don't get practiced as much as they should since people (especially teens) tend not to interact face-to-face as much anymore. The rest of the book is basically applying these skills to different situations such as getting a job, interacting with customers, making sales, volunteering and fundraising. Each chapter is a brisk few pages with illustrations, a "Here's how" section, text boxes with anecdotes, tips and wired tips and other short snippets. If your attention span lacks, this book is for you. One concern I have with the book is how it frequently

stresses being "sincere" and "genuine", but then prescribes only a few restricted behavioral options "smiling, listening, being enthusiastic, etc. But the reality is that sometimes you sincerely and genuinely do not feel like listening and being enthusiastic. Maybe you stayed out too late the night before and you're tired. Maybe you're legitimately under the weather. Maybe you're having problems with a co-worker or supervisor or maybe problems in your personal life. I think it would be very helpful to have a lengthy discussion on how to handle those sorts of days (which just seem to increase the older you get and the more that is going on in your life). Yes, there are expectations for how to behave at work. No, it's not a good idea to gripe to a customer about your supervisor or waste your co-workers' time pouring out your personal problems. But there is a balance between being professional and being authentic and it takes a lot of time and practice to strike that balance. The skills presented in this book, while good as far as they go, are rather simplistic. It's not so simple that if you just smile and act like a super eager beaver, always wanting to please, that people will always like you and that you'll always impress your boss and make sales. Again, it's more complicated and, as noted above, requires a certain amount of authenticity even if that means not always being perfectly upbeat and positive. Living like you're on a game show or something is hollow and plastic and, ultimately, not endearing to other people. Other people like to know that we're human. The section on fundraising also bothered me a bit because of the suggestion to ask for a donation, wait for a response, answer any questions and then follow up with "so how much would you like to donate?" That last question is a technique known as "assuming the sale". It may very well be effective in the short run to generate donations, but it feels manipulative and might leave a bit of a sour taste in the donor's mouth. Almost as a side note, I have to respond to this bit of advice in the "Get that Job" section:

"Finally, supercharge your interview with your copy of *Smile & Success for Teens*. Hold it up and exclaim, 'I read *Smile*. I have the must-know people skills that make me a good employee!' Please don't. No, seriously, just don't. I wouldn't dissuade teens from reading this book. It can certainly help to have positive people and work skills in one handy book and read it before job-seeking or other similar ventures. But teens should just know that it may not be that simple. Smiling is probably a good idea, but it is not necessarily a guaranty of success. Please note, I received a complimentary copy of this book for reviewing purposes.

Kirt Manecke cares. That may sound simplistic, but invest in this book (a teen guide patterned after

his adult guide addressing the lost art of interpersonal relationship skills), read it thoroughly, and pass it around to the young people slumped over in front of a computer or video game while texting and tweeting and other forms of 'social communication' in a language of abbreviations and hackneyed expressions. The manner in which Manecke addresses this sad state of communication is so immensely readable and applicable that it is nearly impossible to not straighten up, smile, change attitude and be happy when the book is digested. Manecke is an expert and author on the topics of sales, marketing, fundraising, business development, and paying it forward by committing in a serious way to volunteerism in groups focused on animal welfare, land conservation and environmental issues. What Manecke places in the hands of readers is not new - it is a strong urge for revival of interpersonal interactions that push technology into the space where it is needed and instead brings people face to face with kindness, human decency, courtesy, and behavior that can change not only the reader but the world in which we live. His Ten Top People Skills chapter is the most important as he lists the following: Smile, Make Good Eye Contact, TURN OFF ELECTRONICS, Say Please and Thank You, Shake Hands Firmly, Introduce Yourself: Make a Friend, Pay Attention, Be Enthusiastic, Ask Questions Practice Proper Body Language. He demonstrates in his explanations of each of these essential traits (many long lost from years of neglect from forgetting human warmth and needs and ignored by many parents as part of teaching a child how to function in the world) how these seemingly little things make such a huge difference in the way people respond to us and we to them. The remainder of the book uses these ten essentials and expands them to relate to the workplace and to job hunting and job performance. For teenagers to read and absorb this book could very well alter the downward direction of interpersonal relationships gnawed by the plethora of social communication over the airwaves. It is an important book on so many levels. Highly recommended. Grady Harp, June 14

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