

## TALKING POINTS

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*Pretty Smart* is available through her website: [www.pennypearlman.com](http://www.pennypearlman.com), Amazon.com and Barnes and Noble.

### About the Book

- What's the premise of *Pretty Smart: Lessons from our Miss Americas*?
- How did you come up with the idea for the book?
- Who did you interview?
- How did you get to them - make contact to interview them?

### About Miss America

- How is the Miss America pageant different from Miss USA and other pageants? (especially in light of the blitz of negative media about poor Miss California USA)
- What were they like? What qualities do they share?
- What were some of the surprises you found out about them?
- What about the swimsuit competition? It's been seen as demeaning to women. How do the contestants feel about it?
- The interview questions always seem silly and the answers even sillier. What about that?
- How do they define success?
- What have they done with their lives since the pageant?
- I understand that after the pageant, a number of them experienced an uncomfortable transition. What was that like?
- What differences did you see in what it took to compete over the years?
- What kinds of platforms did they have?
- Were they really all beautiful? Are they all tall and leggy?
- What did they say was the hardest part of competing?
- Did they all win the first time out? How many times did some of them compete?
- I understand that a number of them have had significant challenges in their lives – Type I diabetes, an alcoholic mother, childhood sexual abuse, deafness. What kept them going in the face of adversity?
- How did they deal with people who didn't believe in them or put them down?
- Why do so many seem to come from the south and heartland?
- What's happening with the Pageant these days?

### Some of the Lessons

- If being smart isn't enough to guarantee success, then what is?
- What is the Butterfly Effect and why is it important?
- What did you learn about how one goes about dealing with the desire to procrastinate?
- You say that you don't believe in luck. Why is that?
- One of your chapters is titled Powerhouse Habits. What are they?
- So many people find that significant obstacles stand in the way of them pursuing a goal, but you say that obstacles are really opportunities. Why do you say that?
- What do you think is the key factor in achieving success?
- A number of Miss Americas had to deal with significant adversity in their lives. So, how do you turn wounds into wisdom and obstacles into opportunity?
- What is the difference between the familiarity zone vs. the comfort zone and how do you escape them?
- What is the Boing Factor?
- You talk about the Act-As-If Principle. What exactly is it?
- What are some other key lessons in *Pretty Smart*?