

The Value of Mentors

Monday Call, March 17, 2008

Mannafest 2008! Exciting the new stuff coming and the Expo

Terms of the "Lottery"

Incentive 2008: check your points

1. What is mentoring?

Benjamin Franklin said "There are two ways to acquire wisdom; you can either buy it or borrow it."

Mentoring is borrowing it: a way to accelerate your growth at little or no cost. Going to people who are ahead of you in the personal or professional arena and opening yourself to their input advice and guidance.

"Slight Edge" Jeff Olsen

"Living with Passion" Peter Hirsch

"Think and Grow Rich" Napoleon Hill

"Master Prospectors" John Kalench chapter 14

"Power of Focus" Canfield, etc.

Hardly a book exists in my library that does not acknowledge the critical importance of mentors, mastermind.

2. How to choose a mentor.

a. Two vital qualities necessary:

1) Character...

A character that you admire and respect. So what values are you placing as a priority?

Intelligence, integrity, judgment, wisdom

2) Competence...

A person extremely good at what they do. A good mentor in your career is one who has the knowledge, skills and abilities to move ahead more efficiently than his or her peers.

b. You must be open to be influenced by another in your life.

Seek first to understand, take in all that you can. Then you can start applying it to your own circumstances.

c. The mentor must be willing to help you in every way possible to achieve your goals.

3. Twelve Steps for building a successful mentor relationship.

1. Set clear SMART goals in every area of your life.

Before you look for a mentor have definition in your life of where you want to go. Focus and clarity is the foundation to a good mentoring

relationship.

2. Determine

1) What you will need to do to achieve your goals.

Each category: Mannatech, self development, spiritual, intellectual, social, etc.

2) The obstacles you will have to overcome.

Dig deep...list some...

3) The roadblocks you will have to surmount.

No's every day, your belief system waffling, etc.

3. Identify the areas of knowledge skill and expertise necessary to overcome your obstacles.

Examples: self development to build your belief in you.

Leadership experts on growing leadership character.

Presidentials training "How to share"

Product specialists to learn the science/products.

4. Search for the most successful people in the areas of needs.

5. Join the organizations, clubs, foundations, associations where these people belong.

6. Volunteer for responsibilities to draw attention.

7. Work, study, and practice continually to consistently improve for mentors look to help those who are up and coming in their area.

8. Once you locate a possible mentor, do not be overbearing. Just ask them for 10-20 minutes of their time. They are really busy.

9. When meeting with a mentor, express your eagerness to be more successful in your field. Let them know

1) you just want a little guidance to get ahead

2) ask for an answer to a specific question, a good audio or book that has been helpful to the mentor in the past.

Examples: when you get to Mannafest, hang with the Presidentials...but before you go, make a list of questions you want answered. Be prepared, be focused, be clear.

10. After you meet, send a letter of gratitude and appreciation for the time and advice. Mention you hope to meet again.

11. Each month drop your mentor a note and show your gratitude as well as your progress, making it clear his support helped you.

12. Arrange to meet with your mentor again...maybe on a monthly basis.

"you are probably no more than six people away from anyone you want to meet, including your new mentor." The Power of Focus, Canfield et al