



The Mentoring Guidebook.

How to build a personal mentoring program!

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FindAMentor.com

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Introduction

Have you ever felt stuck in life? I have many times. The thing that's inspired me more than anything else to move past struggle is other people – mentors.

I learned early that the best way to financial independence was through owning your own business. When I got fired from a job at 27, I had gained enough experience that I felt confident starting my own business and here's how I did it with very little savings – virtually no money and a credit card.

I didn't want my wife to have to go back to work. We had a young family and cherished the fact we could afford to live on one income so one of us could be the primary caregiver for our children. We didn't want to give that up. My profession was industrial sales and sales management.

I turned to friends and mentors. I asked what they had done when they were in similar situations.

I called one of my mentors and business colleagues who started his own equipment rental business after being fired – similar situation to me, and I picked his brain.

By the time I left the meeting, I had a handshake contract agreement to sell industrial equipment products independently. He agreed to give me a small retainer each month to cover my basic business expenses and I was free to sell other things.

I needed a vehicle for work and a car phone. My last job provided a new company car every two years so I was without a work car and I didn't want to use the old jalopy my wife was driving.

I knew I would be working mostly from my car and cell phones were just new to the market so I thought it would be a good tool to have one for efficiency and staying in touch with clients.

My target market was construction companies and I thought that the people I would be contacting in those companies were the same people who purchased vehicles and mobile phones, etc.

I called the manager of a vehicle leasing company and asked if he was interested in having me make sales calls, as an agent, to construction companies for fleet sales. He saw my resume and loved the idea. I asked him to supply a car to make the calls. He wouldn't give me a car but agreed to lease me one at cost.

Next I needed a mobile phone. Cellular phones were new to our marketplace at the time. It was 1987 and a simple car mounted phone cost \$3000.00 to buy and about \$250.00 a month to operate.

I called the manager of one of four cellular phone stores in the city to see if they were interested in having me sell to construction companies while I was selling industrial equipment and fleet vehicle leasing. The manager thought it was a great idea but wouldn't give me a free phone when I asked. He agreed to give me a free calling time and a phone at cost with an authorized agent agreement. They sold the phone to the car leasing company so it would be included in my small car lease payment and I was in business with 3 lines of products to sell.

The equipment company covered the cost of my vehicle, phone and other miscellaneous expenses with a little left over each month.

I was self employed – hit the road and began making sales. I soon discovered that the cellular phone business had real potential. After about eight months, I dropped the industrial equipment line and fleet vehicle leasing and concentrated on cell phones.

Within nine years we had two of the top three stores in Canada, 40 employees and 3 million in sales per year.

My mentors helped tremendously along the way. In many situations they helped me avoid costly mistakes.

What is mentoring? Mentoring is the process of one person (mentor) providing experiential information, or hindsight, to another person (mentee) before the mentee experiences it themselves. What would it be like to have hindsight when beginning a project? Mentors can give you that at times.

In this book you'll gain a broadened view of what mentoring can be and different ways to benefit from it. You'll understand that learning never stops and that mentoring is a natural part of healthy life-long learning that enhances our work/life abilities, especially as adults.

When we guide our personal mentoring and mentee initiatives, we get more of what we want in our lives, feel happier and more fulfilled.

Often I hear people talking about mentoring in regards to youth. Mentoring is a very important part of our youth but its critical to our adult life-long learning as well.

Throughout my adult life, I've maintained at least four mentors for each aspect of life that's been important to me. I have four or five business mentors at any given time as well as four communications mentors and four spirituality mentors, etc.

At different times, depending on what comes up, I'll call or visit my mentors. I consider what each of them say, assimilate the information into what fits for me and act from there. I contact mentors

three or four times a year. Some less and some more; it's different each year depending on my situation and the particular mentor.

My mentor network evolves. I meet new people all the time – some mentors, I use for short periods and some for longer periods of time. There are many types of mentoring and many ways to access mentors.

In this book you'll gain an understanding of peer mentoring, the mastermind group concept and how to harness powerful energy it can create.

Napoleon Hill coined the mastermind principle in his first book, 'Think and Grow Rich' and wrote a chapter about it in every book he wrote after that. He said a mastermind is two or more people coming together for a common purpose. He said that every super successful person he interviewed over a twenty year period, used the principle to help them achieve their lofty goals. He interviewed guys like Andrew Carnegie, Henry Ford, Albert Einstein, Gandhi and hundreds of others. He wrote;

"When two or more minds come together for a

common purpose they create a third invisible intangible force likened to a third mind.”- Napoleon Hill

In a business environment, an accounting team is a mastermind; a sales team is a mastermind and so on.

You can build a mastermind group to achieve any goal you want. It's very rare that a goal is achieved without the assistance of others. Very few major achievements on this planet have been accomplished by one person acting alone. Gold medal athletes use coaches, mentors and teams. Business people do to. We need the help of others to achieve.

Go after your goals, dreams and passions. Get help.

Enjoy!

SOS for Success

Struggle + Opportunity = Success

Almost every author that writes on the topic of success principles will write about turning adversity, defeat or failure into a seed of equivalent or greater benefit.

I start with this topic because it's the most important thought habit I want the readers to adopt into their life. Look for opportunity in defeat and struggle. It's a positive process that can be the catalyst for your success when you make it a habit.

Every person I've met struggles at different times in life. The people I see as successful have a habit of looking for opportunities to grow and learn from mistakes. The ones that I see as stuck in their lives blame their mistakes, others and misfortune for their failure. ...Get the book. Read MORE. ...