



The Get In! OnePager

By Dan Harbeke, author of the book

Get In! How to Market Yourself and Become Successful at a Young Age

Mentoring

Now is as good a time as any to seek out a mentor in your life. A person you admire. Someone who has done what you want to do or has been where you want to go. Think about people who inspire you. Who do you want to meet? Who do you want to learn from? Why do you want to learn from them? And, what do you hope to gain from the experience?

When asked about what I do to find a mentor, I respond by saying that I typically look for someone who is where I want to be, career-wise or in some other way, perhaps with their church, school, or organization. Often times, it helps if you share a common bond with the person you are seeking out. Maybe they enjoy golf and you happen to be new to the game. Perhaps you live in the same neighborhood, or go to school with their son or daughter, or maybe you're simply interested in what they are doing with their life. Even if there is no bond whatsoever, the mere fact that you want to learn from them should help open the door. The point is that you ask. And what do you say? Well, something like, 'Hi, my name is suchandsuch, and recently I noticed that you are someone who is doing something that I find interesting and I would like to sit down with you sometime to learn more about how you have gotten to where you are and what advice you might have for someone in my position.' Of course, if for whatever reason, the person you seek out chooses not to oblige, then it might not have been the best experience in the first place and you are better off looking elsewhere.

Often times, mentoring can go both ways. I am reminded of friend and co-founder of Students Today Leaders Forever, Greg Tehven, and how we have been able to mentor each other over the past several years. I have been able to speak with him about college life, leadership camps, how to get involved in school, making the transition into the corporate world and so on. With that, Greg has taken his involvement and experience to amazing heights. Likewise, Greg has given me advice on what topics to discuss in my newsletters and talks, what's relevant to today's students, and how to keep a focus on dreams and passions, despite the move from college to the workforce. It's been a terrific experience to mentor Greg but has also been very fulfilling to get just as much, if not more, in return.

I believe Robin Sharma, author and speaker, sums it up well when he says to 'find mentors to model who will guide you in your progress. The mistakes of the world have all been made once before - why shouldn't you have the benefit of the experience of others? Find someone who has both courage and consideration for others, someone who is therefore mature. Your mentor must have only your best interests in mind and should be sufficiently senior to offer you good guidance on the subjects you seek assistance with. Everyone needs to feel appreciated and even the busiest of executives will find time to assist a person who respects them and values their advice.'

Lastly, it helps to have several mentors, especially considering the many aspects of your life and the different goals you may have. If you are in high school, it may help to have a friend and mentor who is in college, to help you learn the ropes and how to prepare for that next chapter in your education. Maybe you're in college and you're looking for a career in finance or possibly starting your own business, it would be smart to seek out individuals who are in that respective field or have gone out and blazed their own trail. And if you're already in the working world, it never hurts to have people you can turn to and learn from, at any rung of the ladder, in an effort to gain ideas, fresh insights, and to discuss ideas and actions for your life and career.

Say What?

'The best minute you spend is the one you invest in people' – Blanchard and Johnson

'Life and business are like the car pool lane. The best way to reach your destination is to take some people with you.' – Pete Ward

'My interest is in the future, because I am going to spend the rest of my life there.' – Charles F. Kettering

'You have brains in your head and feet in your shoes. You can steer yourself any direction you choose.' – Dr. Seuss

'I've never met a successful person who hasn't had to overcome either a little or a lot of adversity in his or her life. If you have to, move mountains to find a mentor. No one can do it all on their own, even the Lone Ranger had Tonto.' – Harvey Mackay

Good Reading

How to Land Your Dream Job; No Resume! And Other Secrets to Get You in the Door by Jeffrey J. Fox (be sure to check out my endorsement on the inside back cover)

The Four Agreements – Don Miguel Ruiz

Freakonomics: A Rogue Economist Explores the Hidden Side of Everything – Steven D. Levitt and Stephen J. Dubner



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