

Stuff That Works Building Careers

Chapter 18

“Find Mentors”

Take Action

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Chapter 18 Take Action: Content

- Make a list of 3 people within your company that can help you in your career. Meet with them and ask them to be your mentor.
- Approach two people outside your company but in your industry to be a mentor for you. Contact them at least monthly
- Sign up two mentors not in your industry and work with them at least quarterly.
- Invest time on Stuffthatworksbooks.com

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Chapter 18 Take Action: Action 1

Make a list of 3 people within your company that can help you in your career. Meet with them and ask them to be your mentor.

ACTION

I have found that people really want to help others. IF you ask for help they usually are willing to help.

If you are grateful and tell them thanks they are really glad to continue to help you.

In finding mentors you want to be specific about what you want and then you want to ensure you do not become a burden.

EXAMPLES

Mentor	Role	Need	Action
Jim	Finance	P&L Knowledge	Monthly Review of P&L 30 Minutes
Sally	Marketing	Understand Nielsen Data	Monthly Review of Category Data 30 Minutes. List of training materials
Ben	Sales	Attend a Customer Call	Can I attend new item presentation in October?

Sally,

I wanted to thank you for agreeing to educate me on Nielsen Data. I have scheduled a 30 Minute meeting monthly for the next few months.

I also appreciate the PDF training materials you sent to me. I will work through them and Email you any questions that I have.

Thanks again for making a difference in my development

Joe

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Chapter 18 Take Action: Action 2

Approach two people outside your company but in your industry to be a mentor for you. Contact them at least monthly

ACTION.

It is important that you develop mentors outside of your company but in your industry.

This forces you to network. It also allows you to develop a more rounded perspective.

IT takes work and you must be deliberate or it will not happen. You will find that a little effort and scheduling in this area will yield great rewards.

Remember folks outside your company are also looking to be connected to others so by you networking with them they get all the same benefits.

Connect!

EXAMPLES

Hey Don,

It was great meeting you at the sales conference.

I found our conversation about our mutual customers informative.

I would love to schedule a 15 minute conversation every other week on Fridays for the next couple of months to discuss more.

I'll call this Friday at 10.

Joe

Jack,

It was great meeting you at our new item presentation yesterday.

I found your insights on the category quite helpful. Per our conversation I am scheduling a thirty minute call next Tuesday at 9:00 to continue the conversation.

I appreciate you as a customer taking the time to help improve our new item process.

Joe

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Chapter 18 Take Action: Action 2

Sign up two mentors not in your industry and work with them at least quarterly.

ACTION.

IT is powerful to have mentors outside of your industry as well. They will have very different perspectives and ideas on how you should solve problems.

In addition it will force you to simply explain your situations. This is like trying to explain problems to a five year old. It forces you to get to the crux of the issue and can drive a great deal of clarity into your life.

There are a great many professions that make their living mentoring people. For example lawyers, bankers, accountants, car dealers. Find two and put them to work as your mentor

EXAMPLES

Hey Hank,

Let's do lunch next Wednesday. I would love to stay connected and understand more about the banking industry.

Joe

Tina,

It is clear to me that I do not understand insurance at all.

Sandy and I would love to connect with you over Dinner on Thursday and understand more.

Joe

Casey,

Let's meet for Coffee next Monday.

I love discussing your role at the law firm and understand what is going on in the local area.

Joe

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Chapter 18 Take Action: Action 3

Invest time on Stuffthatworksbooks.com .

ACTION.

This is an easy one.

I believe that each of us can help someone else.

There is so much to know and to experience. You just can not do it on your own. So the best way forward is to share and learn from each other.

Technology makes this so easy today. That is why I built the web site Stuffthatworksbooks.com .

It only reaches its potential if you join in and add the stuff that works that you have found. Please make a contribution today. Help others find the Stuff That Works.

Others have already shared their stuff that works so be sure to check the site often as there is probably something to improve every area of your life.

The community is waiting and growing. I hope you will join in and make a positive difference.

Thank you!

EXAMPLES

CONTRIBUTE

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Simply click on “Contribute” from the main menu.

Then select “Submit an Idea”.

Easy!

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It is easy to Learn Stuff That Works from others.

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