



Cheat Sheet

The 6 ABC's of Mentoring

Full article:

<http://www.marketingforowners.com/abcs-mentoring-finding-creating-invaluable-relationship/>

M **M is for Matching**
Try to find a mentor who has **experiences in your specific industry**. If not, then search for someone who has **succeeded in a company your size** and who has / has had a **similar role to yours**.

E **E is for Excuses**
Stop making excuses for *not* getting a mentor. Having a mentor is **statistically proven to help both of you**. So put your ego aside and make finding a mentor a real priority.

N **N is for your Network.**
Expand your network! Networking helps you to trade ideas and make new lucrative relationships. It can also **help you find your new mentor**.

TIP: Join a few local associations, attend some Chamber of Commerce events, scour LinkedIn and MeetUp.com for relevant groups.

T **T is for Time.**
Be respectful of your mentor's time. Let them dictate the terms of your relationship as much as possible. Be **grateful and brief**.

O **O is for Open.**
Be honest with your mentor. Share everything, the good, bad, and embarrassing. Your mentor can't truly help you if you aren't truly honest.

R **R is for Reciprocate.**
Give back to your mentor. **Help him or her** in some way.