

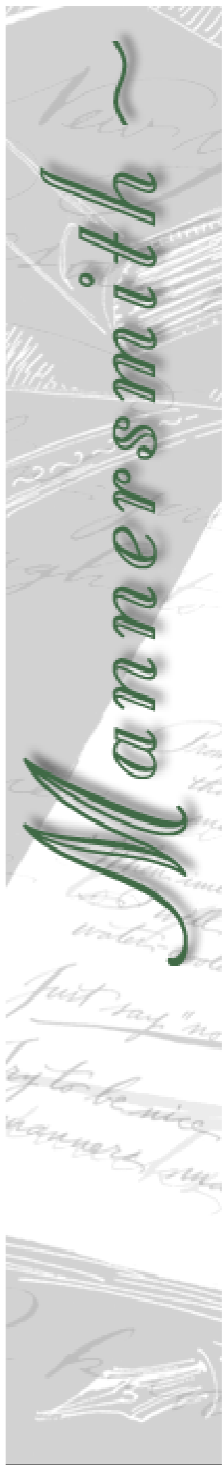
The 5 Mentors You Need to Succeed

(And How to Find Them)

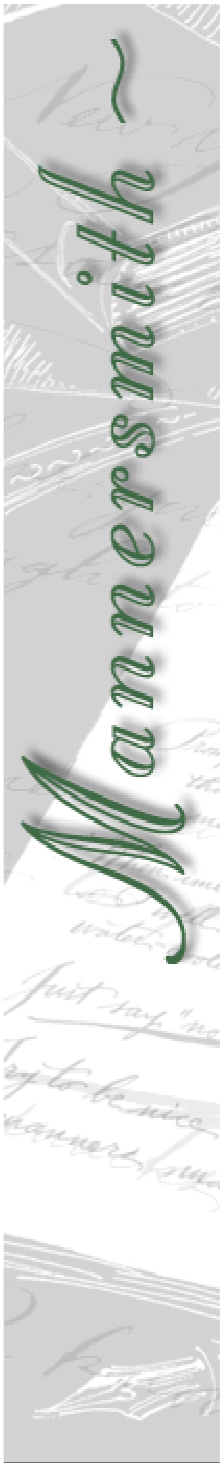
Jodi R. R. Smith

MILR '95

Mannersmith.com



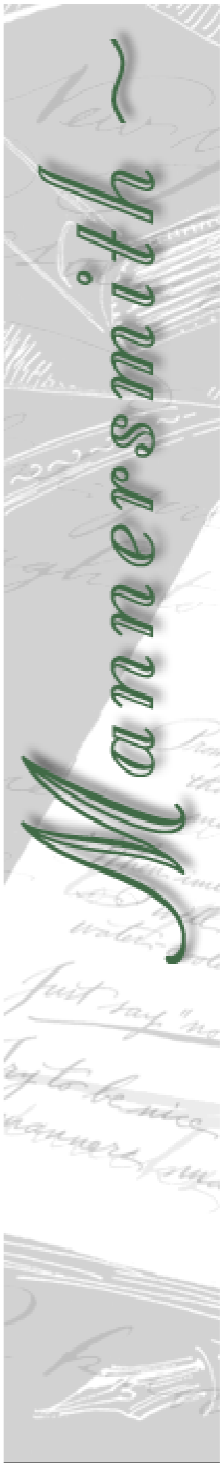
You are never too young,
or too old,
for a mentor.



From Wikipedia:

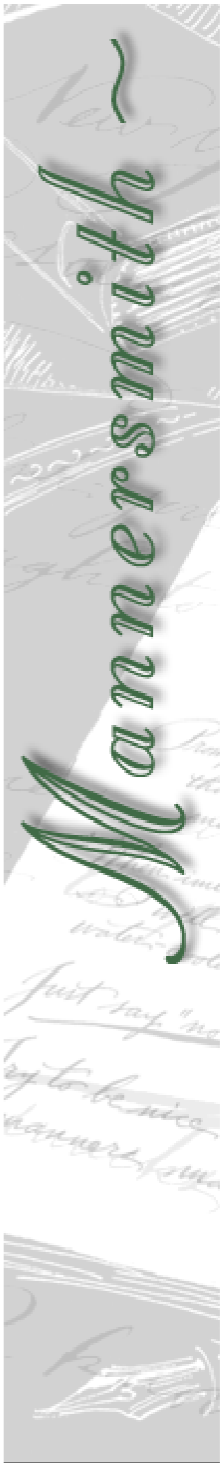
In Greek mythology, Mentor was, in his old age, a friend of Odysseus.

When Odysseus left for the Trojan War he placed Mentor in charge of his son, Telemachus, and of his palace.



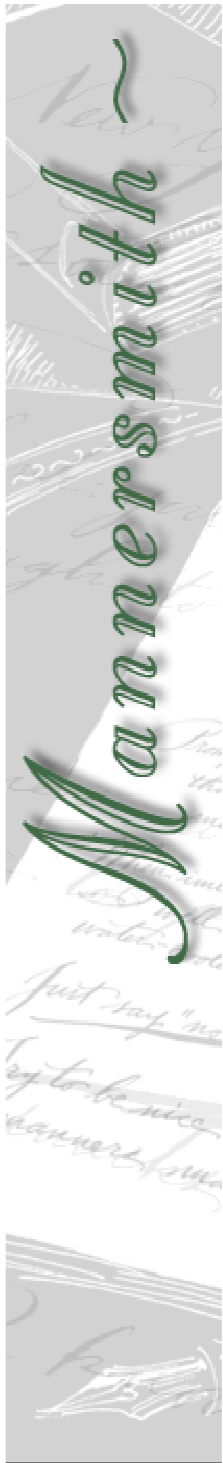
Defining a Mentor

Someone with knowledge, skills or experience you do not have, but wish to gain.



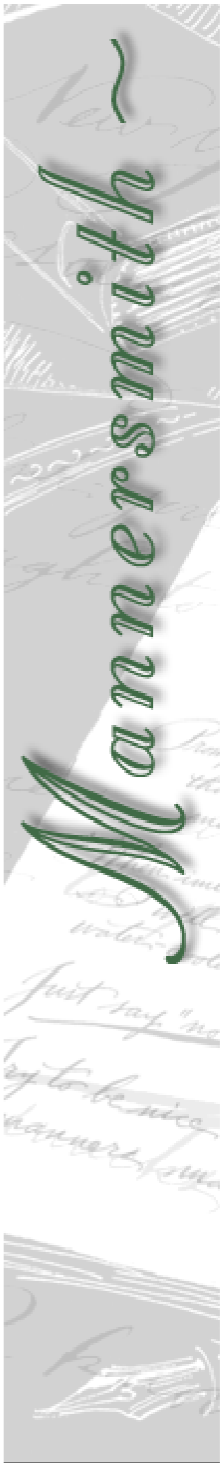
Why You Need a Mentor Today:

- Something new to learn
- Advice and guidance – general
- Advice and guidance – specific
- Perspective
- Networking



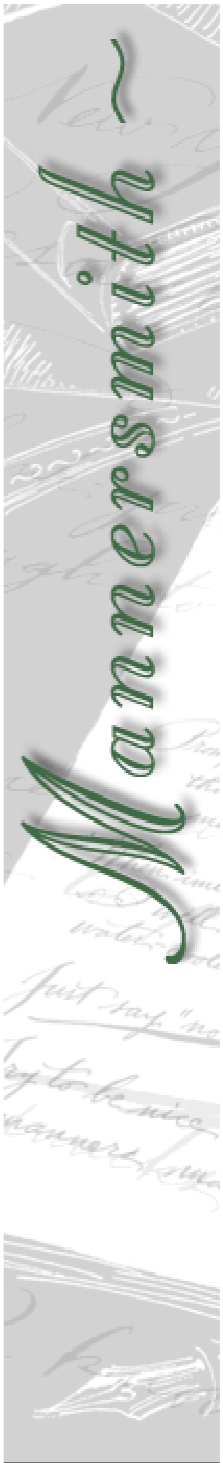
The Different Types of Mentors Available

- Ongoing
- One-time
- Occasional
- In person
- Telephone/e-mail only
- Role play



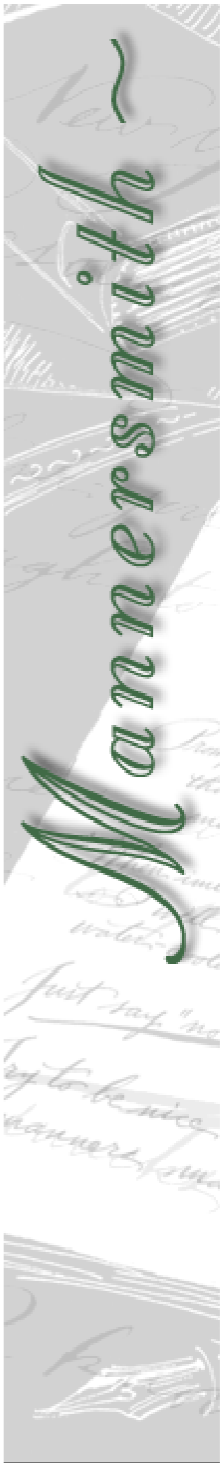
Understanding Who Can Be a Mentor

- Mentor
- Boss
- Coach

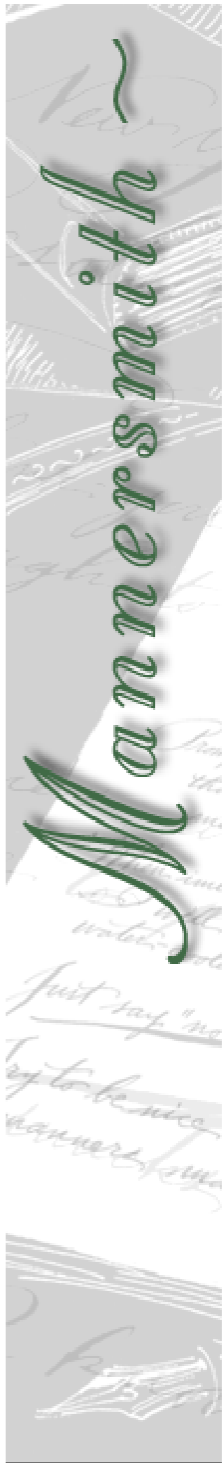


Your 5 Mentors from the 3 P's

- Professional
 - In organization
 - In industry
 - In related field
- Personal
- Philanthropic

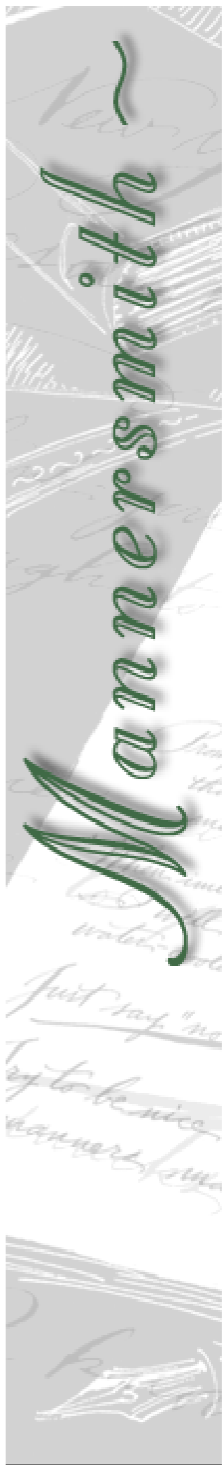


Q & A



How to Ask a Match to be Your Mentor

- Start small
 - Letter
 - Telephone
 - Email
- Using the “M” word



Ms. Jennifer Lee
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November 17, 2009

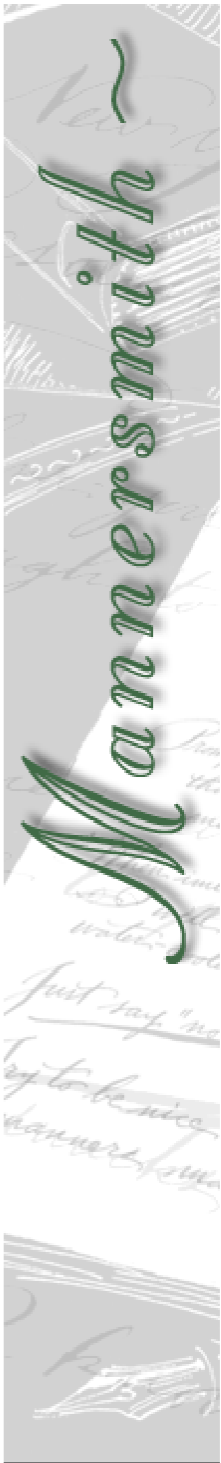
Ms. Jodi Smith
Mannersmith
P.O. Box 1344
Marblehead, MA 01945

Dear Ms. Smith:

Your recent appearance on Fox News was both insightful and inspiring. I am heartened whenever I hear you speak about how people can bring a bit of courtesy into their everyday lives. In particular, I am interested in civil society and understand that your firm does work in this area. Would it be possible for us to speak for 20 – 30 minutes in the coming weeks so that I can learn more about your firm and your career. My resume is enclosed simply to give you some information about my background and project work.

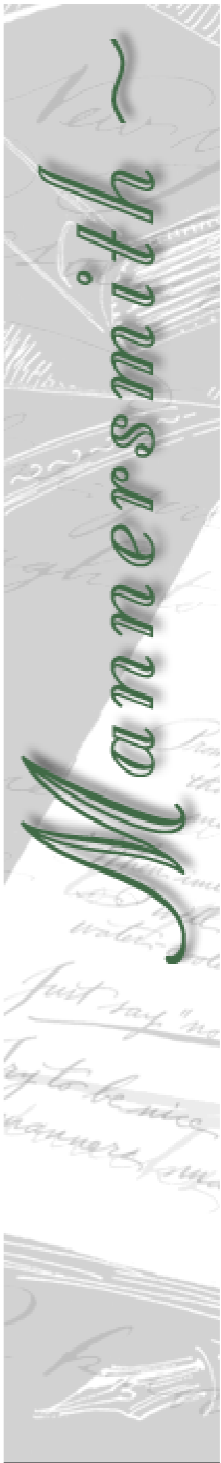
I will call you next week to arrange a time to speak to you by telephone or perhaps visit your office if that would be convenient. I will be in the Boston area during the week of December 8th. I so appreciate your time and consideration of my request. Thank you for your consideration and I look forward to talking with you.

Sincerely,
Jennifer Lee
Jennifer Lee
Encl.

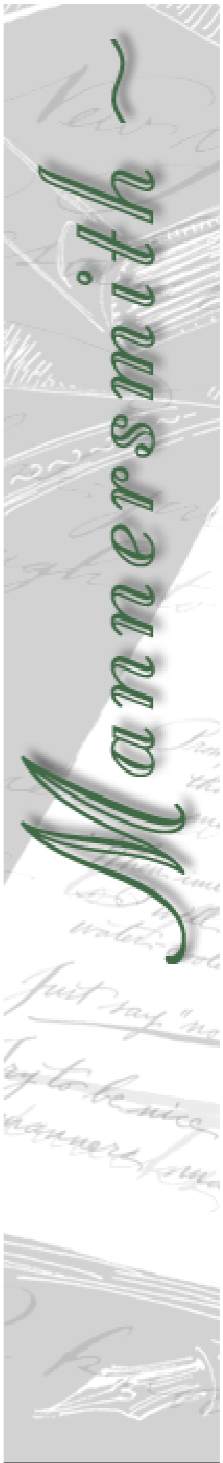


Respect Your Mentor

- Mind your manners
- Do your homework
- Create your goals
- Establish communication preferences

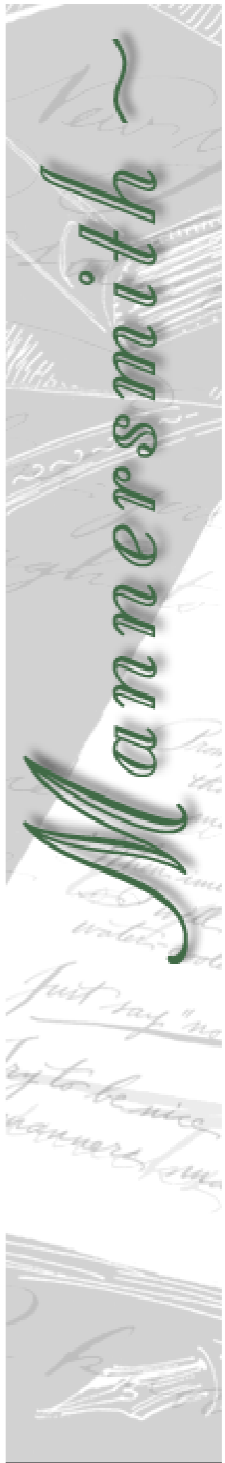


Q & A



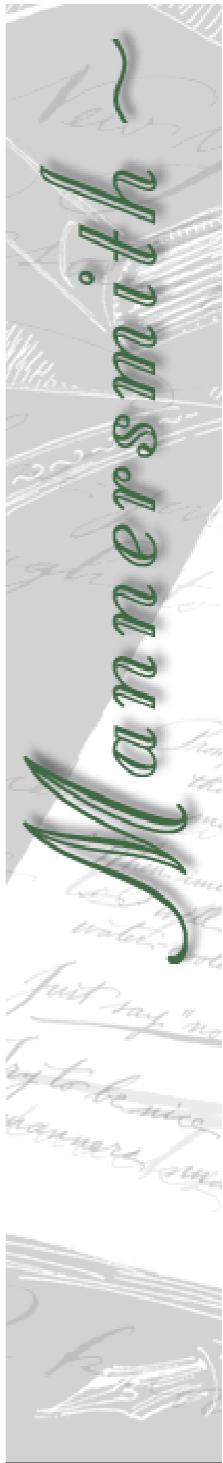
How to Monitor the Mentor Relationship

- Take responsibility
- Confirm in advance
- Be on time
- Weigh advice
- Be humble and grateful



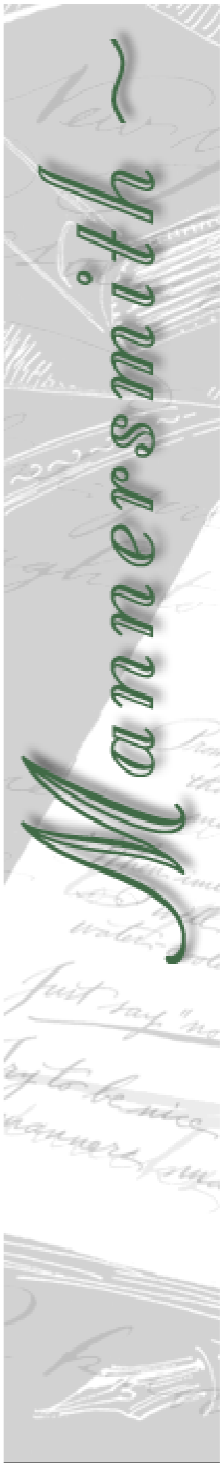
Personal Favorites:

- “What one action/decision contributed most to your success?” (new entrepreneur)
- “What organizations are you active in now?” (recent graduate or career changer)
- “How did you choose your agent?” (author)
- “Who are your mentors?” (any)
- “Given my goals, what skill/experience am I lacking?” (upwardly mobile in career)

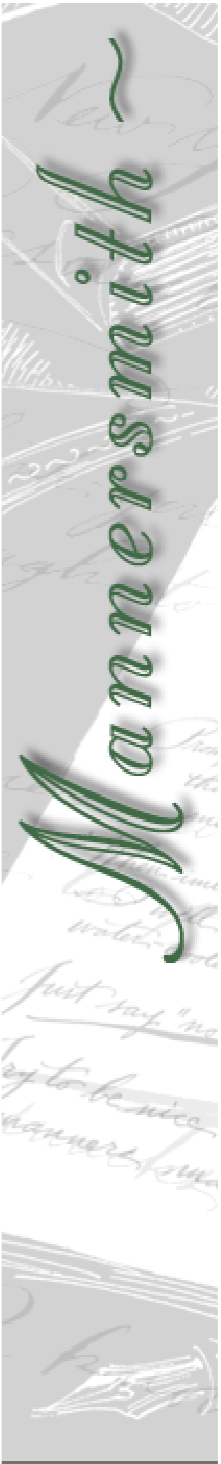


Action Plan

- Select one person
- Write a letter requesting an interview
- Follow up and follow through
- Meet with the person
- Decide if there is a match
 - If so, select a relationship goal
 - If not, begin again



Q & A



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