

YOUR TURN

1. Take a few minutes to list those individuals who might become potential champions for your journey:

Successful, older adults you already know:

Successful, older adults you don't know (yet!):

Friends or associates you highly respect and who have similar dreams or values:

2. Once you have this list, schedule time in your week to call or email at least two of the names on your list. Explain who you are, why you're contacting them and why you admire them. Ask if they would be willing to meet with you for coffee or lunch. Don't task them to be your champion just yet – save that for your meeting.

It takes courage to step out in this way – to make that phone call, to send that letter – but you can be assured it might change the trajectory of your life!

DIG DEEPER

READ

- *Never Eat Alone* by Keith Ferrazzi
- *The Person Who Changed My Life: Prominent People Recall Their Mentors* by Matilda R. Cuomo
- *Power Mentoring: How Successful Mentors and Proteges Get the Most Out of Their Relationships* by Ellen A. Ensher and Susan E. Murphy

LISTEN

- *Tribe of Mentors* with Tim Ferriss
- *The Mentor List* with David Lewis
- *The John Maxwell Leadership Podcast: Maximize Your Mentoring*

WATCH

- *Cutting Down the Nets: My Bags are Packed* | Jim Valvano – YouTube
- *Good Will Hunting*. Will Hunting, a janitor at MIT, has a gift for mathematics but needs help from a psychologist to find direction in his life.
- *Failure and the Importance of Mentors* | Patrick Boland – TEDxYouth@TheSpire
- *Heroic Journeys Begin with Bold Mentors* | Jeremy Walker – TEDxACU

ACTION STEPS

PREPARE FOR YOUR MEETING

Once you have a meeting scheduled, make sure you come prepared. Plan out the questions you'd like to ask. Make a written list so you don't miss an area you want to discuss. Also, think about your goals for what you'd like to get out of the conversation.

What are the areas that you most want to address in the time you have? You may want to first ask about their own story and career path before you start talking about yourself. Make sure you're as ready to listen as you are to talk.

MAKE A PLAN FOR FOLLOW-UP

Sending a handwritten thank-you note via snail mail to those who take the time to meet with you can be surprisingly effective, especially since so few cards are sent these days. A short, personal note can go a long way toward making your contacts inclined to continue the conversation. Never underestimate the value of a personal touch, and of showing gratitude and initiative.