
7 SUREFIRE WAYS TO ASK SOMEONE TO BE YOUR MENTOR

**SCRIPTS, TIPS AND TACTICS
FOR GETTING A MENTOR**

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Introduction: Start Here

Hey, I know it's tempting to skip the introduction but stick around for a minute. This book will give you the scripts, tips and tactics for asking someone to be your mentor by phone, by email by letter and in person.

BUT...

if you want to have an extraordinary mentoring relationship, read the entire book first!

It's too late to make a great first impression the second time around. So, slow down a little bit, take your time, and invest in yourself.

How would you like to have a great mentor? A mentor can help you succeed in business. A mentor can support you in almost every aspect of your life. It may be in relationships, family life, spirituality, sports, health, etc. Your mentor can guide you, be a sounding board and help you achieve your goals.

Getting that person to mentor you can be the most challenging part of any mentoring relationship. If you are looking for some surefire ways to ask someone to be your mentor — or to create a better mentoring relationship than you have had in the past — you're in the right place. Welcome!

The Mentoring Relationship

But First, What is a Mentor?

Most highly successful people have had, at one time or another, mentors that assisted them in enhancing their career, business or psychology. And, most of these people will continue to have mentors throughout their lives and will continue to mentor others.

A mentor is someone who can guide you (or take you under his or her wing) in becoming a better entrepreneur, artist, athlete, student, writer, teacher, politician, business owner, etc. A great mentor can be the difference between success or failure.

Having a mentor is an excellent way to acquire new skills, to determine what skills you already possess and to explore your personal strengths. I am a firm believer in the concept promoted by Kurt Wright in his book "Breaking the Rules" that people do not have weaknesses -- only strengths on a scale of 1 to 10.

A mentor can share personal experiences, be a sounding board for your ideas and give new perspectives to your strategies for achieving goals.

And the best thing a mentor can do? They can challenge your

underlying beliefs and assumptions about your business, career, project or plans. To be blunt, they can and will call you on your bull or misguided expectations.

The Difference Between A Mentor And A Coach

Recently a friend of mine was trying to decide if she wanted to hire a coach. I could tell she had pretty much decided against it by the way she was talking. Cost was partly the issue. She also wasn't sure if she needed a coach because she has several mentors who she can call on at virtually any time. Because of the nature of her business, these mentors have a vested interest in her success. When she makes money, they make money.

She's extremely successful in her business but she felt she had reached a plateau in her growth. So, was a mentor the answer — or a coach? It's a good question.

What is the difference between a coach and a mentor?

The Role of a Mentor:

A mentor is a role model. A mentor will assist you in your growth by being a friend and a confidant. They are excellent at turning you on to new resources. They will help you with networking and

can provide 'warm' introductions to other people in your area of interest. A mentor is typically someone who acts as a sounding board for your chosen career or field.

Mentors often act as consultants in a two-way mutually beneficial relationship. They can be paid or unpaid for their time. Mentors will help challenge your underlying assumptions about your current business or goals and often perform the role of devil's advocate. Mentors can let you know about potential mistakes or blunders by sharing the mistakes they've already made, either personally or by other colleagues in their field. A mentor will help you enhance your existing skills and acquire new skills.

The Role of a Coach:

A coach will help you focus on specific performance and guide you in improving your performance. Ask a top athlete if he or she has a coach and the answer will most likely be yes. A coach will help you to hold yourself accountable, to practice and refine your skill sets and to fill critical gaps in your psychology. Coaches know the unwritten rules of success.

A coach will help move you through the achievement of your goals by helping you stay on track with time management. A coach can be your cheerleader, someone who helps you with self-discovery and assists in finding motivation to accomplish

goals. Coaches will help you break free of self-imposed limitations so you can realize your true potential and gifts. Coaches are usually a paid relationship.

If you are not sure if a coach is right for you, please visit [Is Coaching for You?](#).

I've been a coach and a mentor for a long time but more importantly I've had coaches and mentors for years. I firmly believe you cannot grow without the support of both in your life.

Getting Ready For A Mentor

Being Mentally Prepared for a Mentor

Chances are you are approaching an individual to be your mentor because you believe you share common interests and experiences. This could be that you both share the same level of passion for your area of interest, have the same values, belong to related industries or groups, or have the same level of commitment to goals and visions, to name a few.

Be ready to approach the relationship from a position of knowing you're good. Know your strengths and be ready to define them. Be confident that you have the ability to do whatever it takes to be successful, and the willingness to follow directions.

Believe in your ability to set challenging goals and to keep your eye on future results. It's critically important that a prospective mentor knows you are not expecting results overnight and that you are willing to invest time and effort in following directions. Be clear about your willingness to take advice and, more importantly, feedback, even though at times such feedback may be tough.

Being Strategically Prepared for a Mentor

Never tell a prospective mentor you are not sure how they can be of assistance to you, or that you do not have goals or a plan. Lay some very real groundwork on your project or idea, such as having a written plan, or a brochure describing your product or service. When asking someone to be your mentor, find out what you can do in preparation for a mentoring session and be willing to do the work necessary for your first call or meeting.

And, don't forget to read the bonus at the end of this book on Writing a Compelling Business Plan. A well thought out plan will help you attract the best mentor. And it will prepare you for the tough questions a mentor might have for you.

The Package: YOU

List your strengths and acknowledge those that you can improve on. Describe your goals, business and/or project to help clarify where a mentor can be of assistance.

Write down the types of qualities you desire in a mentor. Evaluate your own personality type. Think about what you are looking for in a relationship. The clearer you are about this, the better idea you can give a mentor as to the type of support you need, or desire.

Do your research before asking someone to mentor you. Be sure your goals are in alignment with your values, your vision and your methodology.

Think BIG

Identifying Potential Mentors

So, where do you look to find the best mentor?

Begin by making a list of the people who you think would make good mentors. Think big. Don't edit your choices.

Here's something pretty amazing to think about.
95% of the people who will help you...
you don't know yet!

Your alumni associations, professors, clients, social media friends & connections, are all good prospective candidates. They are also excellent resources for finding a mentor.

Utilize social media. LinkedIn, Facebook, Twitter and other social media sites offer thousands of contacts in your area of interest. Investment groups, local business groups and networking groups have been established to gather like-minded people and to assist them in their business growth.

A List Of Where To Find Mentors

Write down everyone who comes to mind as you read this list.

1. Alumni associations.
2. Industry and trade associations.
3. Business associates.
4. Coaches.
5. Professors and instructors.
6. Retired businesspeople.

7. Social networking sites.
8. Motivational speakers and trainers.
9. Industry gurus.
10. Angel investment groups.
11. Internet.
12. Online communities and membership sites.
13. Mentors from your past.
14. Friends and acquaintances.
15. Formal mentoring programs within your company.
16. Local business leaders.
17. Clergy.
16. Mentoring organizations.
17. Bloggers.

Great Tip: If you are approaching someone who has books, DVDs, a website, YouTube videos, a blog, or any published material, get your hands on it and watch it or read it before approaching them to be your mentor.

And don't forget... the people on this list might not actually become your mentor. They may be the one who introduces you to your next mentor!

Tell everyone you know — your friends, family, co-workers, retired executives, neighbors — that you are looking for a mentor to assist you in moving forward at a faster pace. Everyone you talk to is a potential resource for finding a mentor.

Start Thinking About Your Approach

Don't Use The "M" Word Right Out Of The Gate

Surprised?

Asking someone straight out to be your mentor may possibly backfire unless the other person has significant experience from mentoring in the past and knows what to expect.

You do not want to ruin your one good shot at getting your number one choice to be your mentor. First of all, they do not know enough about you yet and, more importantly, you don't know enough about them.

There are some steps you need to take before you jump right into what may become a serious relationship over time. So, take your time. Hey, it's human nature to want to get going on

this immediately. Especially after you've identified some top candidates. Don't ruin your best chance at your best mentor by tackling them and saying, "Hey, will you be my mentor?"

The best approach is to let the relationship develop naturally and organically.

I'm going to give you some very creative and strategic ideas for asking someone to be your mentor later in this book. You will be starting a thread of communication with your top choices while you check them out. For now, take a deep breath and read on.

Picture Yourself As Having Arrived

Believe Impossible Things

If you expect something to happen, you'll get there fast. Believe that an incredible mentoring relationship is possible. Start a descriptive narrative of what it will feel like when you've "arrived". What's it going to look like? Feel like? Start acting like it now. There's not a day when it's going to just turn on – you need to picture yourself as having already arrived. It's the old "fake it 'til you make it" way of thinking.

Think of that one person who you'd love to be like... to have as your mentor. Watch them. Mimic them. How do they run their

lives? How do they dress? Talk? Interact with others?

Choose from what's possible. Be the person you really want to be even if it's uncomfortable for a while. Come from a "I can have it all" standpoint. Focus your intentions on what you desire and be prepared for it to come true. Thoughts are things. What you think about and focus on will come true in the physical world.

This may sound crazy or impossible yet it's important in your search for the best mentor that you believe impossible things.

How It Looks

Your Mentoring Sessions

Mentoring sessions can take place in a variety of ways. You might be meeting with your new mentor over coffee on a weekly or monthly basis.

You might ask to set up Skype calls with your mentor if the geography demands it. In other words, you do not live in the same place as your mentor. If you didn't include international mentors in your list of prospects, you might want to go back and revise your list.

It's possible to hold your conversations entirely through email threads or even text messages or other instant messaging services. It depends on what works for you and your mentor.

And, of course, you might meet with your mentor in person. However, when you are asking someone for their valuable time, you've got to respect that time. In-person meetings may be the least efficient use of your time.

Knowing ahead of time that you have numerous choices puts you in the drivers seat when it's time to suggest a format for your mentoring. Don't expect your mentor to have all the answers.

Have A Plan

If your mentor has never been in a mentoring relationship before, it's your job to make this relationship easy. It's possible your prospective mentor might feel you are asking too much of him. He may be concerned about what he can offer you. He may have very real concerns about the amount of time you are asking him to contribute.

By coming to the relationship knowing the logistics of the mentoring relationship you are demonstrating that this wasn't just a wild idea you had. You are showing that you are prepared and that you respect the other person's time.

The Approach

Warm Introduction vs. Cold Call

It may be possible that your prospective mentor is someone you met through someone you already know. This is a warm lead. Strategically this can be the very best way to find a mentor. The path to an introduction has been paved because you each know someone in common. It definitely makes your job easier. You will not have to find creative ways to reach the person you want to talk to. A simple introduction will facilitate the first conversation.

This is one of the reasons the list I gave you earlier in the book is so valuable. Chances are the names you came up with are because you already know the person or you know someone who knows the person.

But don't forget, 95% of the people who will help you...
you don't know yet!

Some people are totally OK with a cold call. One of my best mentors was actually someone who didn't know me from a total stranger on the street. In fact, he later told me that he knew it took guts for me to approach him and he admired me for it. He knew I would be a good mentee because I took the initiative and

I was not afraid of the risk that he might turn me down flat.

Approaching Someone You Already Know

This approach can actually be a little trickier. You already have a relationship yet you are asking to do something completely different from that established relationship. You need to be aware of this. It can be easy to fall into old paradigms of how you think things should look and a mentoring relationship is different from that of a friendship.

Don't Assume

Don't assume the other person has time. Don't assume they would be a good fit for you. Don't assume they would be willing to mentor you. Don't assume they have a genuine interest in your growth. The best mentors share the same level of interest and commitment as you.

Don't ask someone outright to be your mentor.
Remember: The best approach is to let the relationship develop naturally and organically.

7 Surefire Ways To Ask Someone To Be Your Mentor

A good mentoring relationship can set you on the road to success and can often be the difference between success and failure. You want to work your way slowly and strategically into a mentoring relationship. Take your time.

All of the techniques below work. The best way to use these tips is to read through all of them and then tailor one to match your personality and circumstances. Find an approach you are comfortable with. You'll also find some ideas on how to create opportunities for yourself, rather than wait for a mentor to approach you.

Before approaching a prospective mentor, become familiar with their business, service or product. If they have a website, visit the site. If they speak in front of groups, attend a speaking engagement. Tell the prospective mentor what you admire about them and where you see them complimenting you and your dreams and goals.

Talk To Someone You Already Know

Talk to someone that you know and admire. Ask how they got

started in their business or profession. This is a good reminder of the fact that they probably had mentors that helped them along the way. They may have a desire to repay the generosity of others. Ask for ideas, based on their experience, of ways you might find a mentor and how their mentor helped them. This is a way of establishing a good framework for that person's assistance.

Form A Group

When I first started my real estate business I was very successful in acquiring single-family properties and duplexes at great prices. Then I found myself dealing with tenants. I hadn't planned on going into the property management business.

No way was that part of my plan.

My strength was in acquiring great deals and managing the asset, not the residents of the properties.

Then I met Mike O'Donnell. We were in the same group of entrepreneurs who had signed up for a year-long program with entrepreneurs from all over the country.

Mike owned a 55-unit apartment building. Wow! Until then I hadn't even considered buying apartment buildings.

What does this story have to do with asking someone to be your mentor?

Mike was a total inspiration to me. I admired his guts in starting big in the real estate business. He completely skipped the part about cutting your teeth on single-family deals. I wanted to know how he did it.

He had a real estate model that completely solved my problem of having to deal with the daily needs of tenants. Mike's tenants were not calling him to complain about leaking toilets and noisy neighbors — they were calling the management company!

I wanted Mike's expert opinion.

So... I found a few other people from the same group who were looking to buy commercial real estate properties. Not everyone was looking for apartments. One guy, Earl, was focused on buying self-storage unit properties. With his wife Jeannine, they were buying small flip house on a large scale.

I suggested to Earl & Jeannine that we start an interest based mastermind group. When I approached Mike with the idea of getting together with other like-minded people he loved the idea.

It also brought something to the table for Mike... an opportunity

to brainstorm with other entrepreneurs who were investing in commercial real estate.

We met once a week by phone for about two years and shared ideas on investing in commercial property. I learned so much from those guys during that time. And Mike became my mentor.

You can do the same. Form a group based on common interests. Create a weekly mastermind group with 5 or 6 people who have similar visions or goals. Your group can consist of all levels of ability and experience, something that would be an advantage to each member of the group.

Great tip: Invite experts or successful entrepreneurs to join your mastermind call each week to present on their area of expertise for 10 or 15 minutes. Who knows? Your next mentor might be one of these experts.

Don't forget, mentors can get as much value out of mentoring as the mentee does.

And, the moral to the story? I didn't walk up to Mike and say, "Hey, will you be my mentor?" At the time, I wasn't clear about what a mentor did. Mike probably wasn't either. In fact, I feel

pretty sure that if I had approached him this way, he would have been humble — and politely refused.

It's possible Mike would have felt I was asking too much of him. He may have been concerned about what he could offer. He may have had very real concerns about the amount of time I was asking him to make available to me.

Asking someone straight out to be your mentor may possibly backfire unless the other person has significant experience from mentoring in the past and knows what to expect.

Join A Group

One of the best ways to find a mentor is through professional organizations. You'll find people of all levels of expertise. Some members will be new to the group and are looking to make connections within their area of interest. Other members will have more skill or knowledge in the area and are looking to meet new professionals to network with, invite to join their team or to possibly joint venture with.

Get actively involved in the weekly or monthly meetings. Once you've become established you can invite other professionals or

experts to join or to speak to the group in their area of expertise.

This approach allows you to speak with a prospective mentor in a format that has been established for networking. It gives you the perfect opportunity to approach someone you've identified as a prospective mentor and to open the door for future conversations.

By Email or Letter

A letter or email gives you the opportunity to introduce yourself and to begin a conversation, or thread, with a prospective mentor. The following examples of asking someone to be your mentor can be sent as a letter or as email. Tailor them to your personal circumstances.

Email/Letter #1:

Dear Mike,

Thanks so much for speaking at our last real estate investors meeting! I'm sorry I didn't have time to visit afterwards. I would like to ask your permission to follow up with a phone call and introduce myself.

Your speech was so inspirational. I'm very interested in learning about commercial real estate and would greatly value your guidance in deciding if real estate investing is right for me. Would you be willing to spend 15 minutes on the phone and tell me what, or who, inspired you to become a real estate investor and your best advice to someone who is just starting out?

If so, would the afternoon of Monday, March 28th, or the morning of Thursday, March 31st work best for you?

Thank you in advance for your time,

Theresa Bradley-Banta
www.bigfishtopdogs.com
303-555-1234

Email/Letter #2:

To: Joel Comm
From: Theresa Bradley-Banta
Subject: Thank you for the inspiring work you do
Dear Joel,

Last week I saw you speak in Scottsdale and I was so impressed with you and the idea of blogging that I came home from the

event and started my own blog — all thanks to you. You truly inspired me! I also purchased your DVD and workbook. Thanks for making it available at such a great price.

During your presentation you mentioned that you were an expert in using Twitter and that you have published two books on the topic. Since then I've purchased a copy of Twitter Power 2.0.

I'm writing to ask if you would be willing to spend 15 minutes with me over coffee and to do me the great honor of autographing my copy of your book? I'd love to find out who inspired you to become an expert at Twitter and to get your best advice for someone who is just starting out!

Very truly yours,
Theresa Bradley-Banta
www.bigfishtopdogs.com
303-555-1234

Email/Letter #3:

Dear Ms. Smith,

Hi, my name is Theresa Bradley-Banta. I have a new business venture that I've been working on for the past 8 months and I

need some advice.

I recently received my degree in Visual Communications, and I've been working at a local design studio for the past year and a half. A co-worker has 5 years experience with the company. We are considering starting our own graphic design studio.

We'd really like your perspective on this. Would you be willing to give us some advice?

Sincerely,

Theresa Bradley-Banta

www.bigfishtopdogs.com

303-555-1234

In Person Or By Phone

Find someone who has experience doing you what you want to learn about and ask for advice on a particular topic.

Do you remember my friend, Mike, who was investing in apartment buildings? I had experience in buying and selling single-family investment properties and decided my next step would be multi-family property investing.

In addition to doing a lot of independent research, I knew Mike would be a great resource for investing in a new asset class of real estate.

Using my friend Mike as an example, here's an approach to asking someone to mentor you. This approach works almost every time and it's easy to do in person or by telephone.

Something like this,

“Mike, you are such an inspiration to me. I have some experience in real estate investing although it is limited to single-family properties. I'm very interested in learning about commercial real estate and would greatly value your expertise in buying and owning apartments buildings.

Would you be willing to guide me by telling me the top 5 things I need to know before I seriously pursue this?

I'd love to have the opportunity to discuss this by phone, email or over a cup of coffee. Which works best for you?”

This gives me a great opportunity to start a dialog and to give Mike an idea how much I would appreciate knowing how he became successful and to find out what he would do in similar

a situation, and how he handled the same challenge I was currently faced with.

By approaching Mike this way, I demonstrated that I was willing to learn and accept feedback and that I had identified goals for my growth. By asking for the top 5 things I also set a limit on the amount of time I was asking of Mike — it may only take him 5 minutes to rattle them off the top of his head. He knows he is not making an open ended time commitment and will be eager to share his knowledge.

This is also a great way to see how well you work together. Was it enjoyable for both parties? If so, it is highly likely you will both want to continue the professional relationship.

Remember... ask. Don't hint, or dance around the topic, and don't wait for a mentor to volunteer.

Bring Something to the Table

Analyze what you have to offer in exchange for a mentor's time. Do you have a database or a highly trafficked website where you can highlight the mentor's business? Are you able to joint venture on a project by offering a resource the prospective mentor doesn't have? Do you have friends or associates who might assist or be of benefit to your mentor?

Final Thoughts

One last word... and, I cannot repeat this enough. Always express gratitude.

Even if someone can only give you ten minutes of their time, thank them. You have made a great contact with someone whose expertise you value. Tell them so.

And finally...

It's OK to tell someone you see him or her as a mentor. They will probably be extremely flattered, in fact, they may not think of themselves as mentor material until you plant the seed.

Always Ask For Referrals

Time is the most valuable asset of everyone. If you are asking someone to mentor you, you want to give him or her a high degree of confidence that the time spent together will be time well spent.

It may not be possible to begin a mentoring relationship immediately. If your prospective mentor is not available today or in the immediate future, that's okay. You've made a great contact

with someone who can possibly be your mentor at a later date.

For now, be sure to ask for referrals. Remember, a mentor is a role model. Ask if they'd be willing to give you warm introductions to other people in your area of interest.

Paying A Mentor

Mentors Compensation

My mentoring relationships have all been free, at least from the standpoint of cash exchanging hands. Most entrepreneurs have had mentors throughout their lives and most are happy to repay the generosity of others by having unpaid mentoring relationships of their own. It's a good way to pay it forward. However, when you are asking someone for their valuable time you should be willing to honor the value they bring to the table with some financial compensation. In all likelihood someone who is willing to mentor you will not ask to be paid for their support, but the offer to pay should be made to show that you truly value the other person's contribution.

Mentors can be compensated in many ways. The best thing to do is sit down with your mentor and have a frank discussion on whether or not they want to be paid.

Ideally this would only happen after you have been in a mentoring relationship for a few months and you desire to make it a more formal relationship.

A mentor can be paid as follows:

1. No compensation, they are mentoring for the joy of mentoring.
2. You introduce the mentor to people you know.
3. You give a mentor access to your database for promotion.
4. You form a joint venture where revenue and profits are shared.
5. You give your mentor a small percentage (1-2%) of equity in your venture.
6. The mentor receives stock options in your business.
7. The mentor receives an hourly or flat rate.

Be A Good Mentee

Be Ready To Work

Are you coachable?

Do you follow directions?

Are you willing to take the time to carry out assignments and exercises?

Demonstrate to your mentor that you have an ability to commit time and effort in your professional development. You are asking a mentor to support and guide you, but you need to be clear that you are the one who will be doing most of the work. Let your mentor know that you are willing to work hard and do the homework. That you are willing to follow directions.

Bring a can-do attitude – enthusiasm is contagious.

Lastly, always thank your mentor. Be sure to express gratitude for the mentors time and guidance.

Special Bonus #1

Writing A Compelling Business Plan

Please note: This bonus material is designed to help you get clarity on your business and your business plan. This will help you in evaluating where you need the expertise of a mentor and even where you might need to “step it up”.

Please take my advice here. Do not hand your business plan over to a prospective mentor and ask them to read it. Asking a new mentor to read your plan is almost guaranteed to backfire. They don't have the time to read it.

Instead, use this business summary to identify 2 or 3 areas where you need the most advice. These 2 or 3 areas will help you approach a prospective mentor with clarity about where you would like to receive guidance.

Oh, and if you're not starting a business but you are looking for a mentor in the area of say, sports or music, a quick review of this plan will still benefit you. It will help you to present your background and to discuss your competition with clarity. It will also help you to define your financial goals and strategies.

The Elements Of A Business Plan

Your business plan should be written for the layman. A business plan defines your focus and your vision. It is the key to approaching potential mentors for advice. A mentor (or financial partner) will grill you. They'll challenge your underlying assumptions. They'll help you evaluate the critical aspects of your business.

A well thought out plan will help you attract critical team players. It is also the tool you'll use to approach lenders and other potential financial partners or team players.

The point is to sell. Period. Stay away from industry jargon.

Your plan should include most, if not all, of the following categories. Answer each question to the best of your ability. Your plan may be from several pages long to several dozen.

Executive Summary – “Snapshot”: What are your goals or visions for growth? What opportunity do you provide to investors or lenders with their participation? What are you looking for in terms of funding or participation and what will this accomplish or acquire?

Give the key highlights of the opportunity. Is your company poised for expansion? Is it operationally profitable? What market are you in and how does your brand fit? Are there opportunities to expand? What experience are you offering to your customers or to the market? What about you and your business is outstanding or unique?

Company Overview: What about you and your business is outstanding or unique? Who are the key executives or players?

Company Background: Give a brief history of your company. Describe your products, services and expertise.

Competitive Advantage: What is the strategy behind your brand identity? What will your customers find that they will find nowhere else? Describe the experience.

Growth Strategy: How profitable is your company today? What will you be doing to improve on the bottom line? What are your plans to make yourself competitive in the marketplace? How will you finance your expansion? What are your expansion plans? How much money are you seeking to support your growth strategies? What target market are you focusing on and what experience will you be offering to that market?

Exit Strategy: Will you be growing the business to sell at a specific time for a target price? Will you be expanding to new markets? Will you hold the business and run it for a profit? Will you franchise?

Marketing: Describe your brand from the perspective of your customers. What type of staff and customer service will you offer? Where do you fit within your marketplace? Are you high-end, low-end? What types of promotions will you be doing? How will you market your business; will it be through magazine or newspaper advertising, community-based promotions, online media, television spots, etc?

Competition & Industry: Describe the other players in your market. If you truly are one of a kind you'd better be able to back it up with facts. Who are your customers? Are your prices competitive? What portion of the marketplace will you occupy? What are the growth plans of your competitors?

Target Markets: Who is the ideal customer for your service or product? Which markets will you be testing first?

Service or Product Line: Give a brief description of your product or service. What are the benefits? What problems do they solve?

Company Structure: What is the corporate structure of your company? Describe your entities and the functions of each.

Lease Summary: If you occupy retail space or corporate offices give a brief overview of lease terms, rate and renewals. Include location, square footage and rents.

Management: Give a brief bio of the key players in your company including management and consultants.

Financial Data and Proforma: If you have a menu, services or products page with prices, include it in your business summary. What are your expenses and revenues? If you can offer 3 years of revenues and expenses through a profit and loss statement include that in the plan. If you are a new business use proforma data and substantiate your assumptions.

Funding Request: Include this if you are asking for funds to start or grow your business. What are you offering? Are you

raising capital via stock options or equity shares in the business?
Are you offering a simple or preferred return on investment?

Executive Resumes: Include your resume and the resumes of all key players, including consultants. Point out the skills of your team members and describe how they complement yours.

Having a clear picture in your mind of your business plan will help you approach a potential mentor with a clear concept of how you would like to structure a mentoring relationship. You'll know the areas to focus on, and be able to give your prospective mentor an idea of the time commitment. This will also give you credibility in the mind of the mentor and show that you are serious about building or growing your business.

Special Bonus #2

Some Great Questions To Ask Your Mentor

All mentoring relationships are unique. When you meet with your mentor start with a little background about yourself. Where you've been, where you are now and where you see yourself in the future.

Once your mentor knows a little bit about you, you can work

on those 2 or 3 items you've highlighted as the most important issues you want to address.

As your relationship grows you'll have an opportunity to explore other areas and ideas for growth. Use the following questions to help clarify your goals and for further inspiration.

Ask your mentor these questions:

1. What was the key to your success?
2. What would you do differently if given the opportunity?
3. How do you handle obstacles?
4. Who has influenced you the most?
5. What values are you committed to?
6. What do you do to live a balanced life?
7. What are 5 key books you feel I should read, and why?
8. What dreams and goals inspired you to succeed?
9. Who are your mentors?

Again, take your time. You don't need to ask these questions all at once. Be sure to share your own answers to these questions with your mentor as you learn and grow through the mentoring relationship. Share your own successes and challenges with your mentor.

What's next?

First of all, I want to personally thank you for purchasing this digital book. I hope you enjoyed reading it and that it will help you form an extraordinary mentoring relationship. One that will propel to you the next level of excellence in your business, lifestyle and personal relationships.

There is a quote that says, "To play it safe is not to play."

If you are feeling just a little bit intimidated, simply follow the steps in this the book one step at a time. Remember, you can only make a great first impression the first time you approach someone to be your mentor. A little preparation will go a long way.

Don't forget that taking action is the most important trait you will develop on your way to success.

If you decide to pursue coaching in combination with having a mentoring relationship, please visit my site theresabradleybanta.com. Coaching is a great way to help you stay on track and find the motivation to accomplish your goals. It will also help you break free of any self-imposed limitations you may feel you have.

I offer a free 10-minute telephone session where I guarantee you'll walk away with a shift in your thinking or an actionable item.

I look forward to hearing from you!

To your mentoring success,

A handwritten signature in black ink, appearing to read 'Theresa', with a long, sweeping horizontal line extending to the right.

Theresa Bradley-Banta
CEO and Founder
theresabradleybanta.com

About The Author



Theresa Bradley-Banta is an award winning business coach and mentor and is considered by many to be a top expert in the field of mentoring.

Theresa wrote [7 Surefire Ways To Ask Someone To Be Your Mentor](#)

to fill a critical lack of information in the marketplace on how to get a mentor. Much is written on the mentoring relationship but there are virtually no publications that help people actually approach someone for a mentoring relationship.

Calling upon her diverse background in sales, marketing, business ownership, and personal development, Theresa has made a significant difference in the lives of the people she coaches and mentors. She has years as a hands-on entrepreneur and has worked with some of the top business mentors in the country.

She lives in Colorado with her husband Richard.