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A great mentor will 10X your life, but finding one is difficult. Follow these steps to get the top 1% invested in your success:

The fastest way to accelerate your business or career is to get help from those who have achieved what you aim to. Their earned wisdom will save you years and a lot of money on your quest.

Every young person should prioritize finding a mentor -- it's that important. But between family, business & social life the 1%ers are very busy. So, why would they give their time to you?

They won't. The secret is...GREAT mentors are EARNED. Here's how to win their attention:

1. Be well researched

- a. If you land a conversation with a potential mentor, get researching.
- b. Intelligent mentees ask below-the-surface questions -- indicating they've done deep research about relevant topics.
- c. Basic questions demonstrate a lack of preparation and subconsciously push mentors away.
 - i. Bad Question:
 1. What are current industrial RE cap rates?
 - ii. Good Question:
 1. Are low cap rates for industrial RE a function of supply, increased ecom penetration, or something else?
 - iii. The latter proves you've done research and have made your own assumptions -- whether they're right or wrong is irrelevant.
- d. The mentor views you as a prepared critical thinker -- someone to invest in.
- e. Stay well-researched by studying industry news, markets, and politics.

2. Be proactive

- a. Consuming information makes you smart, but taking action makes you successful.
- b. A worthy mentor is certainly a "do-er" and they'll respect you for being the same.

- c. Instead of presenting an idea or concept, show initiative by trying before asking. Think of yourself as a scientist. Create a hypothesis, test it and develop a theory based on the results. Clearly (and concisely) share this process with him/her.
- d. In addition to valuable insights, you'll have earned someone willing to share their hard-earned knowledge.

3. Implement advice (and show them)

- a. When a future mentor realizes you may be worthy of their guidance, they'll start to give advice or suggestions.
- b. This is your chance to lock in a lifelong advocate who GENUINELY cares about your success.
- c. The first step is to implement suggestions.
- d. But SHOWING exactly how you executed the recommendation is the key.
- e. Provide a detailed summary explaining the before/after and the positive impact it had.
- f. Your follow through proves you're worth their time and knowledge.

Finding a life changing mentor seems impossible because most do it wrong. They spend time "asking" someone to mentor them.

In reality, any mentorship that's worth it will happen organically -- by following this framework. Work hard (and smart) to get the top 1% invested in your future.

When winners take an interest, they'll ensure you have opportunities. But like anything good, a valuable mentorship is always EARNED.

So get to work.