

The Art of Mentoring

A mentor is someone who understands where you are where you need to go

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When I think about a mentor, I think about a helper, a counselor, a person who has succeeded in a particular enterprise. A mentor is someone who takes you under their guidance that will come alongside and assist you in personal growth every step of the way to help you succeed. They understand where you are and where you need to go. A Mentor is someone who helps mold and develop the very

makeup and character of another. They help you overcome your fears, disappointments and challenges.

A mentor is a leader who has experience and the people skills and takes the time to walk with you, who goes the way with you, shows the way to get where you want to go, because they know the way to get there.

They have knowledge and expertise in the field you want to succeed in, because they have succeeded and are at a place that you want to be. In our industry they would have built a large successful network with ongoing perpetual growth and income.

Building a successful organization takes time, talent and dedication. It's not an overnight accomplishment, it's as if you see a steep and long mountain path to hike up, and you're ready to take your first step but you're not very sure of yourself. The mentor is a person who has climbed

to the top of that mountain and says let me show you how to climb up one step at a time. They take the time to counsel you, either person to person or in a small group setting. He or she will build up your confidence and encourage you all along the way. Understand that nothing worthwhile comes easy, its takes practice, trial and error.

They take an interest in learning about your talents and abilities, so they can strengthen those abilities to shape and prepare you for the path ahead. They challenge you to grow, to set goals and work with you as you climb the mountain alongside them. They are there to pick you up when you fall, dust you off and tell you

“It’s all part of growing, take another step, you’ll be happy you did, keep moving forward and don’t look back, stay focused on your goals, you’ve got this!”.

**Steven Spielberg said that
“Mentoring someone is not
creating them in your own image,
but giving them the opportunity
to create themselves.”**

When the climb is steep or the path is bumpy they help guide you and steer you along the way. When you go off the path to the shoulder of frustration or the ditch of discouragement, the mentor guides you back on the path again. They help you refocus on your goal, and the best way to do that is to maintain your hunger; your thirst, and your desire to succeed by keeping your eyes on the goal not the setback.

Mentors help you to grow into the leader you were always meant to be, to reach your God given potential. They help stretch you, mold you and shape you into a leader who takes responsibility while they are growing. They help you to perfect and find your purpose. They help you develop that sustaining, important, deep, and durable motivation that comes from a sense of purpose.

Leaders learn and follow mentors who are generally interested in their personal improvement, development, people skills and becoming a champion at achieving success. I want to encourage all you who are reading this article to work hard on growing you into a leader as it’s the

key to success, and if you are so blessed to have a real true mentor, take their advice and guidance. If you don't have a mentor, then learn, grow, and succeed and become one as there is a shortage of great selfless mentors who pour themselves into others.



I grew up on Long Island NY; I met my wife Cindy in High School, we dated for several years and I went off to college for two years studying Construction Technology while we maintained our relationship.

I began working in NYC with a Construction Union. It was during those six months I realized I could not be an employee and needed to be self-employed if I was going to be happy in life.

I found a job locally working one season for a Landscape Contractor and learned the trade along with attending Night College in horticulture and Landscape design at the Farmingdale College.

Knowing I enjoyed this field I started my own business at the age of 21. One year later I bought our first home and married my High School sweetheart Cindy the following year. I enjoyed self-employment but discovered the business owned me. Then, during one of my unemployed winters, a friend introduced me to MLM. I fell in love with the concept of duplicating and multiplying my efforts through other people. That company was not a fit for us, but it did open my mind for other options when I saw an ad in the Wall Street Journal that lead me to be sponsored and trained by a young couple who were earning a six figure income in another more duplicable Network program.

I quickly learned how to develop a team who could help us build a second income stream part time. Cindy and I were fortunate to have been able to achieve enough success to be placed on the speaking circuit at a very young age. During the next two years we grew and learned the basic fundamentals of building a network. Unfortunately that company went out of business due to poor management.

Over the years I have made other attempts to finding the right program for us as I knew and believed in this concept and the industry. I knew I could succeed, and I knew people who felt as I did; in 1992 we finally found it. We are now celebrating our 25th year with the company, and we now have a global network in many countries with more than several hundred thousand people in our organizations and over 200 people in the Million Dollar Club and hundreds earning six figures with thousands full time.

We have traveled across the USA training other entrepreneurs how to build a solid income part time. We have been and continue to train globally in Canada, Australia, United Kingdom, Singapore, and Taiwan. We also have businesses in Spain, Hong Kong, and soon Malaysia; we will plan on trips to those countries. This is a designer lifestyle, I have helped many others reach their goals through it, and will continue to do so. We have truly been blessed and thank God for our success.