

# PRODUCTIVE LEADER

How to Deliver Great Results Through Others

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## *Why It Pays to Seek a Mentor*

by Jeff Davidson

In helping you achieve your goals, a mentor can be a god-send. *A mentor is usually not your boss.* Having a mentor outside your company or division is probably better in the long run, because an internal mentor who's not your boss may cause a problem with your own boss, especially if he or she feels threatened by someone else in the company giving you advice.

In addition to giving you advice on almost anything you can think of, a mentor also helps broaden your horizons. He or she often will be pleased to introduce you to associates garnered over the years, expanding your network of contacts. When your mentor introduces you to important and interesting people, appreciate that these are people it may have taken years for you to meet on your own.

Some protégés in a mentor relationship develop accelerated expectations. The mentor makes his or her successful ways look so easy. You need to remember that it may have taken your mentor 25 years of experience and networking to master impressive abilities.

You may already have mentors in your life that you're not acknowledging and not using for your optimum benefit. Wouldn't it make sense right now to identify those people who have served or are currently serving as mentors for you, as well as those who could serve as mentors? Then, identify how you can increase the potency of the relationship.

The best way may be simply to ask directly for more time and attention from people from whom you could learn the most.



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