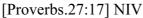


### As iron sharpens iron, so one person sharpens another.







Doing anything without a mentor is just like going there but without really going there.





Building a business is not rocket science, so there is no magic success formula. Some people think you need to get an MBA to get it right, while others are convinced that those who drop out of college early (Bill Gates, Mark Zuckerberg) have the advantage.

In my experience working with start-ups, the best approach these days is to find and use a good mentor (been there, done that).

Of course, mentoring is not new -- it's been the favoured way to learn arts and crafts since way back in the middle ages. And I certainly believe that running a new business is more an art than a science.





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People are people, I repeat, people are people. They are there to kill and destroy you and that includes the ones you are feeding, always take note of this fact. It is my wish that your mentor will guide you in this regard so that you understand people.





fter murdering an Egyptian man, Moses fled Egypt still bearing the Egyptian dressing and hairstyle. He had to abandon the Egyptian culture after he met Jethro who taught him about the God of Abraham. Jethro taught Moses how to worship. When Moses went back to Egypt he went back to Egypt as a saviour because he was engulfed by the ways of the God of Israel.

This transformed his mindset, attitude and dressing. He was engulfed by the power of the living God hence in this book I write according to that aspect of being transformed from the way you were brought up so that you rise to success through mentorship.

Without mentorship you can not go anywhere, It Is a vital part of your life. I am writing this book in a bid to transform people's minds to accept Mentors because without guidance you will struggle to succeed. Those

who have walked the journey before can guide you. It is my prayer that you get a full understanding of mentorship.

I wrote this book due to past experiences. It is very difficult for one to be mentored by one person yet they allow themselves to be confused by too many teachers. The few people who have accepted my direct mentorship and have allowed themselves to clear off other mentors have truly succeeded.

The nature of a human being does not allow him to be cornered or covered, he always has that urge to explore even into wrong environments. However, the truth of success is that you must have guidance from that one person who can tell you nothing but the truth, for it is the truth only that will set us free.

If no one is guiding you correctly, it means there's no one who has engulfed your thoughts and ways yet it is a very important part of success. There are just a handful of people who have listened to my instructions and have let go of other people who were speaking in their lives. By taking this bold step their direction became clearer and they kept on receiving blessing after blessing.

As you read through this book I want you to think deep about that person whom you have allowed to speak into your life and how your life is like in terms of mentorship. If there's no one listening to your problems or directing you in the right path then you are going nowhere.



One may wonder why a man of God speaks of mentorship in this manner. One thing I have learnt in life is that education at any level does not offer this. A simple example could be life in general.

Our education system can actually work against us because it does not teach us in depth but when you are being mentored you are learning from real life. As I continue writing this book I will give you scenarios on how people react in our lives.

At this point I would like to tell you that no one has an obligation to make you shine or grow. When a person says they love you they only love you for their benefit and not for yours. It is very rare to find a person who wants to assist you and see you grow.

When they assist you it is mostly for what you will give them back. In most cases people do not understand that we are in a world in which everyday is a competition, as I always advise you, compete with yourself. You need to know that people hate people, people kill people and people plan evil against people.

The book of James says that they wish to have what you have, hence, they plot and scheme against you in a bid to take it all. This is a very vital scripture but this can only be learnt through Mentorship and understanding how people are going to treat you in this world. You might be reading this book and you could be a Pastor, house-wife or head of a family, if you do not know how people are going to treat you then, you might actually plan amiss.

Most times we fail because we do not know the thoughts of people against us. It is even worse on this African continent, people tend to attack more than they can assist you.

There is an undefined competition and dispute among people. No one wants to see you excel or going beyond their level. This is the main reason why when I start my mentorship class the first thing I will teach is on how people can hide their thoughts. You need to hide your plans and allow success to speak on its own.

Do not let out your plans publicly before you have even begun because people will throw spanners in front of you, people will do anything to hinder your progress. Always keep this fact in mind, the devil cannot come in person to attack us, he uses the people around us.

You need to understand that people are enveloped by a Spirit that is not of God though I expect you not to be like them but be enveloped by the spirit of God. This evil spirit causes people to destruct and destroy other people's plans.

You need to look at this deeply as I explain in this mentorship book. I want you to know how people are. They are not for you but are only after what you produce. They will never stand with you if you are poor, they will only come to you if you have something to show. This means you need to have something to show before people can desire to be close to you but be careful when they come close. Be aware of their motive and the condition of



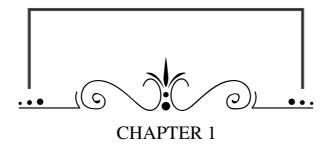
their hearts. I have assisted people who turned against me as if they are co-owners of what I have whilst I was only assisting them.

The maid you have in your house will sooner or later desire that same house you live in, they will want to take it away from you that's how people are. You should take these scenarios as you learn from your mentor on the key life lessons which are not taught at any educational institute.



Entrepreneurship is never studied in school but is taught through life experiences, that is why you need a person who can show you the way because they have walked the road before.





### SOME OF THE POPULAR PEOPLE WHO WENT THROUGH MENTORSHIP



here are certain people whose achievements and contributions to the world give them iconic status. It's easy to forget that these people were once young, unsure and in need of guidance and direction – although they are now role models to many people, they were once protégés themselves.

### **Tyler Perry**

↑ I owe it all to God," Tyler Perry is almost always heard saying this when he speaks of how he became who he is today. On the 5th of October 2019 he officially did the unexpected especially considering that he is "black". He broke the record and opened the biggest studio not only for himself but others as well.

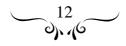
Despite owing it all to Godhe says his biggest inspiration came from Oprah Winfrey. He looks at Oprah as his mentor. No matter how great your accomplishments are, mentorship is a vital part of our success. He is mentored and also mentors...

#### Who mentored Nelson Mandela?

he recent obituaries for Nelson Mandela naturally placed the emphasis on his accomplishments as leader of the African National Congress, freedom fighter, vanquisher of apartheid, Nobel Peace Prize winner and first president of the new South Africa.

However, Mandela wasn't born fully formed. He had to learn and develop like everyone else. The person he acknowledged as his mentor was Walter Sisulu.

Sisulu was the man who recruited Nelson Mandela into the ANC in the 1940s. Sisulu later said in a PBS interview that he immediately saw Mandela's leadership potential



and wanted to mentor him: "My whole approach was to look for leadership and I needed people of that caliber to be around me. I knew that the movement would advance a great deal if it met people of this nature."

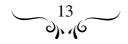
Although Sisulu was only six years older than Mandela, he was in a more senior position in the ANC and played a key role in his younger colleague's political education. Together they radicalized the ANC and engaged in more direct action against the apartheid regime throughout the 1950s and early 1960s.

With other leaders they were arrested and sentenced to life imprisonment in 1964. They had to spend the next quarter of a century in jail on Robben Island.

#### From Protégé to Leader

It was in prison that Mandela gradually emerged from Sisulu's shadow and took on the leadership role that Sisulu had been preparing him for since their first meeting back in 1941. Sisulu recognized his protégé's leadership qualities and was happy to let him take a more senior role.

At the same time, he still advised his old protégé and challenged him; some of their clashes were so vigorous that their colleagues were sometimes shocked. Sisulu believed in free expression of ideas, regardless of



personal relationships and that was something he passed on to Mandela.

In later years, as Nelson Mandela went on to gain world acclaim and play a central role in bringing down apartheid, he became a mentor not only to others in the ANC or in his personal circle but to a much wider audience. After Mandela's death, UN Secretary-General Ban Ki-moon said: "South Africa has lost a hero, we have lost a father, the world has lost a beloved friend and mentor"

Nonetheless, even though he was leading a movement and then a nation, Mandela still relied on his old mentor Walter Sisulu. The New York Times obituary for Sisulu noted that "While Mr. Mandela was the public face of the African National Congress, by his own account he rarely acted without first consulting Mr. Sisulu."



# The man behind Barak Obama's mentorship (Former American President)

In his memoir, Barack Obama omits the full name of his mentor, simply calling him "Frank." Now, the truth is out: Never has a figure as deeply troubling and controversial as Frank Marshall Davis had such an impact on the development of an American President.

Although other radical influences on Obama; from Jeremiah Wright to Bill Ayers have been scrutinized, the public knows little about Davis, a card-carrying member of the Communist Party USA, cited by the Associated Press as an "important influence" on Obama, one whom he "looked to" not merely for "advice on living" but as a "father" figure.

While the Left has willingly dismissed Davis (with good reason), here are the indisputable, eye-opening facts: Frank Marshall Davis was a pro-Soviet, pro-Red China communist. He was a prototype of the loyal Soviet patriot, so radical that the FBI placed him on the federal government's Security Index. In the early 1950s, Davis opposed U.S. attempts to slow Stalin and Mao.

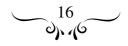
He favored Red Army takeovers of Central and Eastern Europe and communist control in Korea and Vietnam. Dutifully serving the cause, he edited and wrote for communist newspapers in both Chicago and Honolulu, courting contributors who were Soviet agents.

In the 1970s, amid this dangerous political theater, Frank Marshall Davis came into Barack Obama's life. Aided by access to explosive declassified FBI files, Soviet archives and Davis's original newspaper columns, Paul Kengor explores how Obama sought out Davis and how Davis found in Obama an impressionable young man, one susceptible to Davis's worldview that opposed American policy and traditional values while praising communist regimes. Kengor sees remnants of this worldview in Obama's early life and even, ultimately, his presidency.

Kengor charts with definitive accuracy the progression of Davis's communist ideas from Chicago to Hawaii. He explores how certain elements of the Obama administration's agenda reflect Davis's columns advocating wealth redistribution, government stimulus for "public works projects," taxpayer-funding of universal health care and nationalizing General Motors.

Davis's writings excoriated the "tentacles of big business," blasted Wall Street and "greedy" millionaires, lambasted GOP tax cuts that "spare the rich," attacked "excess profits" and oil companies and perceived the Catholic Church as an obstacle to his vision for the state; all the while echoing Davis's often repeated mantra for transformational and fundamental "change."

And yet, The Communist is not unsympathetic to Davis, revealing him as something of a victim, an African-American who suffered devastating racial persecution in



the Jim Crow era, steering this justly angered young man on a misguided political track.

The fact that Davis supported violent and heartless communist regimes over his own country is impossible to defend. Also, that he was a source of inspiration to President Barack Obama is impossible to ignore. Was Obama working (as American President) to fulfill the dreams of Frank Marshall Davis? That question has been impossible to answer, since Davis's writings and relationship with Obama have either been deliberately obscured or dismissed as irrelevant.

Strive Masiyiwa (Owner, CEO and Founder of Econet Wireless)

-(Africa's Warren Buffett) was mentored by Kofi Annan

#### (Excerpts from Strive's blog)

**6** Sad farewell to my counselor, mentor, friend, father, confidant.

\_\_The World's peacemaker from Africa.

"God blesses those who work for peace, for they will be called the children of God". (Matthew 5:9)



The world just lost one of the greatest leaders ever. Africa has lost its most illustrious son. I just lost one of the most important people in my life, Kofi Annan.

For the last 12 years I have worked with the man I simply called "Chief," at times on a daily basis. Being my elder, I never called him Kofi, but when he would come on the line, it would always be "Strive, it's Kofi. How are you? How are Tsitsi and the kids..."

We talked about everything and anything.

We discussed serious and grave situations: world peace, African crises, poverty, hunger, girls' education, pandemics, food crises, elections, leaders, climate change and many more.

We discussed them all. He was always looking to do something right away.

I worked with him on several international organizations, often at his invitation. I always saw myself as one of his foot soldiers. Just ready to do anything to help his work.

 $We started \it things \it together \it and \it drove \it initiatives \it together.$ 

He was a quiet man of extraordinary humility and poise.

We also laughed and joked together because he had such a warm sense of humor.

He was my counselor, mentor, friend, father, confidant. All that ... and more!

Iloved him so dearly.

My family and I loved him to high heaven.

True, I'm kind of hurting right now but I know how to draw comfort, so I will be fine.

To Nane, Kojo, Ama, Nina – my deepest heartfelt condolences. This man worked for peace, and henceforth shall be called: The world's peacemaker from Africa!"

#### Warren Buffett (3rd richest Billionaire)

#### -Benjamin Graham mentored Warren.

Benjamin Graham, widely regarded as the father of value investing, was considered a legend for many reasons.

erious physicists read about Sir Isaac Newton to learn his teachings about gravity and motion. Serious investors read Benjamin Graham's works to learn about finance and investments.

Known as "the father of value investing" and the "Dean of Wall Street," Graham (1894-1976) excelled at making money on the stock market for himself and his clients; without taking big risks. Graham created and taught many principles of investing safely and successfully that modern investors continue to use today.

These ideas were built on Graham's diligent, almost surgical, financial evaluation of companies. His experience led to simple, effective logic, upon which Graham built a successful method for investing.

He did not keep his knowledge to himself and one of the beneficiaries of his wisdom was Warren Buffett.

His acclaimed book, "The Intelligent Investor," changed the lives of many; particularly Warren Buffett's, who was one of Graham's students at Columbia Business School.

Graham played a significant role in shaping Buffett's career and investment philosophy. (The Berkshire Hathaway CEO even named his first son, Howard Graham Buffett, after Graham.)

But Graham's influence extended well beyond lessons on analyzing financial statements.



## Mark Zuckerberg was mentored by Steve Jobs

## **Steve Jobs's Early Advice to Mark Zuckerberg: Go East**

hen Facebook's founder struggled during the early days, he turned to one of his mentors, Steve Jobs, for advice. Jobs had one tip for him: "Pack your bags for India".

If someone you know travels to another continent and gains perspective, it's not surprising.

It's expected.

"Early on in our history when things weren't really going well, we had hit a tough patch and a lot of people wanted to buy Facebook, I went and I met with Steve Jobs. He said that to reconnect with what I believed was the mission of the company, I should go visit this temple in India that he had gone to early in the evolution of Apple. When he was thinking about what he wanted his vision of the future to be," Zuckerberg said one Sunday, according to Business Insider. Zuckerberg was hosting India Prime Minister Narendra Modi for a town-hall type of Q&A.

None of this is to minimize the impact of the India trip on Zuckerberg's career or Jobs', for that matter. Zuckerberg visited the temple and traveled around India for a month. He saw how people in India connected with each other

and it affirmed his sense of Facebook's mission. "That reinforced to me the importance of what we were doing and that is something I will always remember," Zuckerberg said that Sunday, according to Business Insider.

So, if you're an entrepreneur, should you go to India? Of course. If you can afford the trip, you're bound to gain the perspective that anyone would gain through an immersion in another culture. It's a perspective that clearly helped Zuckerberg through some rough patches.

Nevertheless, if you're too swamped in red ink to make the trip, don't worry. For the cost of a cup of a coffee, you can check in with your mentors or build your support team by cultivating additional mentor relationships. You don't have to cross the ocean to gain insight and perspective. You just have to network with people you really respect and listen to what they say.



he media pays a lot of attention to Africa's richest Billionaire, Aliko Dangote but the story of how it all began can be traced to his mentor who happened to be his grandfather who was a successful businessman in his time. His grandfather, Sanusi Dantata (maternal grandfather and mentor), gave him some capital to start his own business and an additional loan of

N500,000 (in Nigeria), which was a lot of money those days.

His grandfather, Sanusi Dantata was one of the wealthiest men in West Africa at the time. Dangote was supposed to repay the loan in 4 years, which was when the business was expected to have begun yielding profits. However, Dangote repaid the loan within 6 months under the guidance of his mentor.

He's not just a dollar billionaire, he's the richest person in Africa, and according to the Forbes billionaire list for the year 2016, he's richer than Oprah Winfrey, Donald Trump and Roman Abramovich combined. Dangote started with USD2 500.00, to be where he is today.

Who's This Aliko Dangote Anyway?

Aliko Dangote is Forbes 2017 richest person in Africa. He's stipulated to also be the richest black person in the world. He has held this position for over 4 years and counting and seems to be unstoppable.

Sanusi Dantata, his grandfather and mentor, made a bulk of his fortune from groundnuts, oats and rice.

Following the death of his father at a tender age, Aliko Dangote's grandfather took him in and became his de facto guardian. Living with his grandfather exposed him to the different rudiments of entrepreneurship.

He learnt a lot about marketing, procuring goods, establishing customer relationships and more. This even



prompted him to start selling boxes of sweets (candy bars) in primary school to his classmates as one of his first trials at entrepreneurship.

Aliko Dangote's success story is not that of a man who started from a poor or comfortable home and eventually achieved great wealth. His story is that of a child every wealthy parent dreams of. The child who doesn't need to inherit his or her family's properties but one who can turn a loan given to them into a multi-billion-dollar empire.

# Archbishop Desmond Mpilo Tutu (fondly known as the "Arch")

sked by the BBC to identify the defining moment in his life, Archbishop Desmond Tutu spoke of the day he and his mother were walking down the street and a tall white man dressed in a black suit came towards them. Tutu was nine years old and apartheid was in full swing.

In the days of apartheid, when a black person and a white person met while walking on a footpath, the black person was expected to step into the gutter to allow the white person to pass and nod their head as a gesture of respect. Nevertheless, on this day, before a young Tutu and his mother could step off the sidewalk, the white man stepped off the sidewalk and as Tutu and his mother passed, tipped his hat in a gesture of respect to her!



The white man was Trevor Huddleston, an Anglican priest who was bitterly opposed to apartheid. It changed Tutu's life. When his mother told him that Trevor Huddleston had stepped off the sidewalk because he was a man of God Tutu found his calling. "When she told me that he was an Anglican priest I decided there and then that I wanted to be an Anglican priest too. And what is more, I wanted to be a man of God" said Tutu."

Huddleston later became a mentor to Desmond Tutu and his commitment to the equality of all human beings due to their creation in God's image was a key driver in Tutu's opposition to apartheid.

#### **Oprah Winfrey**

prah Winfrey who is looked up to by many, and mentors many others has a mentor as well. Oprah Winfrey remembers her Mentor Maya Angelou. Maya Angelou had a profound effect on many celebrities but perhaps no one more than Oprah Winfrey. Winfrey remembered the poet hours after Angelou died in Winston-Salem, N.C. at the age of 86, calling her "my mentor, mother, sister and friend."





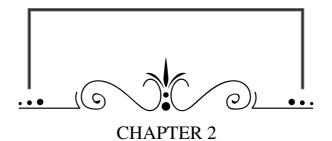
# Cyril Ramaphosa (South African President)

African President Cyril Ramaphosa reached across the aisle and appointed a minister from a party other than the ruling African National Congress." (Source: Bloomberg.com). When being the President of South Africa was only but just a dream the current South African president chose a mentor who had walked the path he aspired to walk, that of being President. "You do not have to be there yet to be mentored but be mentored to get there..."

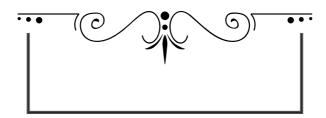


Go under someone who is great but take note of the fact that your friends and the poor people around you will be jealous because they want the same position as you.





### **SUCCESS BY MENTORSHIP**





If you do not have patience you do not qualify to become a child and you are heading for disaster, no mentor no success.



o agree to be under doesn't make you a lesser human being but makes you an understanding person who understands the concept of growth. For everyone who has been mentored and has been following instructions properly, the most probable thing is that they will become more like the one they were under. Failure will then be described if you fail to surpass the level that they lifted you to.

In the law of mentorship, when one is mentoring you, they will bring you to their level and send you forward as a correction of their failures. If you check properly whoever has been mentored by a great person did not only remain at that point but they went further than the point at which the mentor was.

You as a mentee must know that you have the capacity to reach where your mentor has reached and at the same time you have the capacity to go beyond the level they reached

Accepting to adapt and change your culture to theirs does not necessarily mean that you have failed. Let me give you an example of a person who was mentored from zero, Peter in the bible was picked by Jesus Christ a fisherman. All he ever did was spend time at the river. He had never healed nor done anything to do with the kingdom of God.

Maybe If he was a religious man it was never really described but one thing for sure is that he was a sinner. In the book of Luke [Luke.5], when he was instructed by Jesus Christ to cast his nets, he knelt and begged that



Jesus departs from him being a sinful man after witnessing a big miracle, after they caught a lot of fish which overwhelmed all the boats they were using. If you follow Peter's life you will learn that he did way more than all the other Disciples.

When you look at the book of Acts Chapter 3, in which he healed a man who was crippled all his life literally living at the beautiful gate. He did not end there but did greater miracles to the point that just his shadow could heal people as well as his apron. He saw Jesus and was brought close to Jesus and did even more after Jesus Christ had departed.

When someone is mentoring you, allow them to change your ways, culture and the way you carry yourself. Allow them to bring you to fruition, they will enable you to reach their point and beyond. Peter found himself in someone's vision and went beyond. He found something that was greater. When he was fishing, he thought it was his calling.

Many people think that they know their callings and even as you read this book you might be convinced that you are fully aware of your calling yet you are not. What motivated you to do what you are doing is money. Most people do things because of money. Allow yourself to be mentored so that you find yourself and go beyond your imagination.

In being mentored you will actually discover that you can do over and above what you are doing currently. Your



purpose is always according to time and exposure. No one has one purpose under the sun, you can argue this out but it is a fact. We always discover that the people's growth changes according to time.

In other words when God launches you here on earth, He launches you according to time, to satisfy time and to answer time. He launches you to answer the needs of that generation. When you are on earth you are there to expose and to exploit the best that you can to those that have learnt it and to expose yourself more.

The law of life, is the law of surviving. If by any chance you have identified yourself through somebody they will not limit you instead they will expose you and make you even better.

However, the poverty mentality will tell you not to be under somebody and you will only have exposure according to what you have been exposed to in life. Agreeing to humble yourself does not make you less at all.

We must become servants to become kings when you humble yourself it does not make you a lessor king but you will become a king later on. Understand time and why you were launched.







A mentor is like a father and you must be like a child to them as Paul in the bible referred to Timothy as his son.





By definition, a mentor is a more experienced and knowledgeable person who teaches and nurtures the development of a less experienced and knowledgeable person.

A mentor is a person who is able and willing to listen to and help you with your career goals, challenges and fears. Where can you find one? Well, it could be one of your seniors in the work of God, or office, a peer who has managed to get their career life together, someone in your



family, or someone from the outside but who has excelled in your profession or area of interest.

Many may ask me, "Prophet, how do you find one?" My answer would be, "By identifying a potential mentor and reaching out to them. Send them an email, call, or visit them at their workplace or place or operation and tell them how much you admire their career and how much you would love to have them mentor you. You will be surprised at how interested people are at helping mentees who openly declare their admiration towards them."



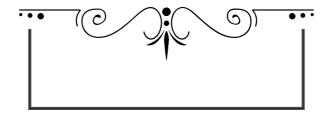
A human mind can be trained according to exposure, never go for an empty mentor, go for those that have seen greatness and greatness will also follow you.





### CHAPTER 4

## WHY MENTORING?



ou might say that, as an individual you may learn a great deal on your own but having a mentor is a truly invaluable asset.

For one thing, this type of relationship offers a more indepth, one-on-one opportunity to learn about a new role. A new person in business can read a litany of guidelines and resource materials but a mentor brings the words to life; they convey exactly how things are put into practice and provide insight on how to succeed.

Not only will mentors help individuals grow but the process allows them an opportunity to further develop their own talent.

The encouragement you get from your family and friends is good, yes, but it wouldn't compare with the advice you would get from someone who has experienced the same problems as you. When you feel like quitting, your mentor understands your reasons and encourages you to soldier on accordingly.

Like every relationship, building and maintaining a successful mentor relationship isn't effortless.

One of the steps to building a successful mentor relationship is finding a mentor. First identifying your goals, which can help you decide who will be a good mentor for you. You can ask yourself questions like, what do you hope to get out of this relationship? What do you anticipate giving?

The mentor can only provide you with the guidance and support you need once you figure out what that is. Once you identify your goals, finding the right fit is important and often comes down to personality and communication style.

In order to build any social relationship, you need to get to know each other and thus, you need to be doing the same in a mentor relationship.

The same rules apply for building a relationship with colleagues as they do for building a mentor relationship. Try to get to know the person, including learning about their professional background and their personal likes and interests.

For the relationship to grow, you need to stay in regular contact with your mentor.

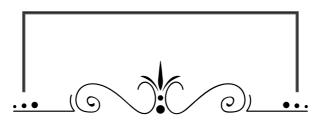
Good mentors are attracted to people who are proactive, eager to learn, who take interest in the lives of people around them and look to add value where they can.

Thank you goes a long way. Let your mentor know you appreciate their advice and time.

Be sure to express your gratitude throughout your relationship. A handwritten thank you note or social media message can make any amount of work worth it.

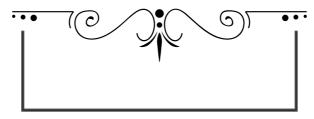
Time is important to all of us and the time your mentor devotes to your meetings, emails and overall advancement should be appreciated and recognized. Whether it's a simple email or a handwritten note, be sure to point out to your mentor how much you value their input.





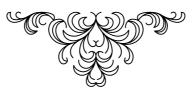
# CHAPTER 5

# 10 KEYS TO NOTE WHEN BEING MENTORED





#### ·1.SHOW SUBMISSION·



Repetition for emphasis, submission does not mean that you will remain under forever. It simply means understanding who is mentoring you and it is when you do, that you allow yourself to be under. You are allowing yourself to be a slave for a moment until you are also the king at a coming moment. Submission is an art of celebrating one person at a given moment. It is not submission when you start to celebrate another person in front of a person who is mentoring you.

Whoever is in a position of power is jealous because power brings ego. Whoever is mentoring you carries a certain level of pride which needs to be tamed because it is not easy to be in power. When we say show submission there must not be any doubt whatsoever from whoever is mentoring you. To submit to them make it clear that you submit to them and you would want them to help you till you rise to a certain position.





Just after submission I would like to explain the importance of celebrating one person at a time as a topic because it's a very important key to submission. When you are doing more than 7 projects you might have different mentors for the different projects but never make a mistake of mixing celebrations. This is whereby you are with a mentor and you start celebrating another mentor. The one you are with at that particular moment in time must feel that they are the only one you celebrate.

If you mix celebrations, whoever is trying to help you will also dilute their help. Any person who is going to help you in this world must totally think that they are the only one and there is no one else who is helping you other than them.

Do not make a mistake of mixing celebrations, celebrate one person at a time. You may have 2 or 3 but DO NOT celebrate the other one till he knows about the others.

This is the way you get to the heart of that person which will enable them to pour out their heart to you. Even if other ideas you are getting from other mentors are great, act as if the one you are with is the best.

Even if other people have written great books, do not show your mentor there are better writers than he is. If they sense that you are picking from other areas, they will give you half the information, time and commitment. What you are supposed to do is to celebrate that one person making it a clear point that they are the ONLY one you celebrate.





have preached and taught about how only listeners can conquer the world. I will mention it again here as if I am saying it for the first time. What blocks many from mentorship is the fact that they are full of I know. I have said this several times that if you find yourself as the big person in every room you enter then, it's an indication that something is wrong with you.

There are times you have to be in a room and you are the smallest and it is through this that you grow. If you find someone who is supposed to mentor you, they must be

big enough to then give you information that changes your world.

When I talk of an art of listening no matter you have an idea of what is about to be communicated, SHUT UP! I repeat, SHUT UP! Let your mentor speak and finish, do not interject and do not add anything on. All you do is nod and agree because it is by so doing that you harvest the most.

If you are a person who has a character of interjecting or having your own revelations then you cannot be mentored fully. These powerful mentors do not have enough time for you to interject and say your point. If you interject and show that you are full of I know he will limit the information he gives you and he will not pour himself out as much as he would.

Become a listener by allowing yourself to be quiet up and until the mentor is done speaking. If he has asked you a question answer precisely what they have asked you and show emphasis on what he was telling you indicating that you have heard your master.

If you interject when he is speaking, it means you are not a listener but a talking machine. No one is ready to mentor a talking machine. These powerful mentors want to mentor people who are ready to listen even if they have very big ideas.

If you know what is about to be discussed learn to shut up and grasp as much as you can. More often we do not spend

#### DEVELOP AN ART OF LISTENING

much time with these mentors, they will go due to various factors like age and other commitments. If you become the talker and you interject each and every time it means that half of the information he or she is supposed to give you, they won't because they will assume that you are aware of everything.

Learn to be a listener as the mentor will be speaking. Be quiet and let him speak. Allow him to speak as he pleases whilst you allow him to rebuke you. Even if he speaks amiss whilst rebuking you allow him to finish. You will not lose anything, the person who tells you the truth is the best person.

The challenge with most people I have tried to mentor is that they interject and are full of I know. They think that they have got answers and when you give them the stick, they will run the wrong way simply because they will not be listening. Where you do not understand seek clarity, this is a sign enough that you are listening to your mentor. Be a listener more than a talker.





any people get into mentorship with the expectation of receiving something. This makes people not to connect. However, the art of mentorship is whereby one has to give; give your time, money or whatever you can give, extend your hand towards your mentor. There is nothing that can substitute hard work and giving. Those two things will make you to be loved more than anything else. So, give your time, your money, your effort. Let the one mentoring you know that you are ready to give. The mentor will love you more. The mentor will give you time.

The mentor will eventually realise that you are someone serious. Even if the mentor is a Billionaire, give him a shirt or a tie. Give the mentor something that will make them realise that you appreciate their service over your life.

Don't allow anyone to seed back into your life and fail to appreciate; what you seed is what you harvest. If you fail to do that, one day you will seed in some's life and they will fail to appreciate.

Thus, learn to become a person who is able to give back. Give back to your mentor. Show them that you care and show them that you are concerned over what they are looking for. Especially if it's something small that he or she could be looking for, attend to it and give.

I repeat, GIVE! This will make the mentor to pour himself out with all the information that you can highly benefit from.

Nonetheless, if you are not a giver and only a taker, the mentor will always think each time you visit that you have come to take. Take him for lunch, take her for dinner or take their family out. Surprise him with a pair of shoes or a suit. Show your mentor that you are benefiting from the mentorship and growing by giving. Very important point: BE A GIVER, because by giving will make you receive more.







very key point that I have learnt in my life is that people want to be mentored by me but they come at wrong times. Someone will seek mentorship on a Monday which happens to be the busiest day for me or even during a service. This is simple lack of wisdom. When I talk of time, I mean you need to have proper timing.

There are moments in time when the mentor is free and those are the times you need to grasp. You are the one who has to fit into your mentor's free time. Do not wait for your



mentor to avail time for you. It might seem like common knowledge but if you find me mentioning it in a book, it means I have seen it happening a lot.

I have seen people come at wrong times for instance on a Monday, a day I attend to International Visitors seeking my attention or mentorship. The people there might not carry the same value as you but it is key that you come at a time in which I can attend to you not when I cannot attend to you.

Always keep in mind that having a mentor is an investment and never underestimate this investment. Invest your time, invest your precious moments, clear your schedule for him or her. Find a day he least expects you to be there and be found there.

One who knows how to clear their time will always get attention from the best people in the world. There is a tactic I want you to grasp about me, when I am at the prayer mountain, I have more time same as when I am at the farm or my private office.

It is difficult to get my attention when I am at church so find out the time that I am free and away from all the pressures. Find out when it is best to see your mentor so you get their full attention.







ost people hide mistakes from their mentor. Lying and hiding things will never make your mentor love you. When you meet someone whom you want to be mentored by it will give you the greatest advantage to say out your mistakes. I have met Pastors from Namibia who when I meet them, they show me pictures telling me that they deliver and heal like I do.

If you are like me in everything then there is no need for me to teach you because you already know it all. In the world of mentorship, the one who comes empty with no knowledge whatsoever is most likely to benefit from everything. Learn to say the truth and mention your mistakes. If you have made a mistake and you open up to your mentor about it they will shout at you but being open about the mistakes will make them connect with you more and make it their mandate to guide you to ensure that you no longer make any mistakes.

It is important to open up about your mistakes, say even the most hidden mistakes that no one knows and when you tell them, show them that no one else knows and you are only telling them because they are your mentor. Life is like that you have to pour yourself out to your mentor.

I am also a mentor to many Pastors who come and share only the good they have done meaning there is nothing they can learn from me. You need to learn to say things that you are failing in so that you can be helped fully. Learn to open up on your mistakes so that you get the full help you require.





If you are hiding it then he was never really your mentor, maybe just another common being on earth. In mentorship you say it all as it is to ensure you get help.





o one is perfect and even when you are being mentored there is no way that you will be perfect. One way or another you will cross your mentor's line. As someone who wants to be mentored you always have to check on where you are wrong and investigate your mistakes so that the mentor will always find favour for you.

Remember some of these big mentors have got many many mentees but you have to aim to be number one and be the one who is mostly attended to. Every mentor has children, subordinates, drivers, you name it; investigate your mistakes from those people.

When you have been rebuked, do not go around sharing it with anyone even their driver. Everyone makes mistakes, yourself included. Admit when you have done wrong and correct your MISTAKES. Do not stop investigating everyday so you can get the best out of your mentor and ensure that you are dear to them.





im where they are, in other words dress like them if you can, drive like them if you can. Build like them if you can. After all the main reason of being mentored is to reach the level which they are and when you reach the level they are on, it means that you are listening to instructions and you are growing to their level. No one is mentored only to be left at that level. If

you are being mentored by someone who has 20 million dollars, there is no reason whatsoever for you not to hold that 20 million dollars in your hands because they will take you to that place.

Let me tell you this, as they mentor you, they correct you and you will achieve more than them. If one is correctly mentored, you will reach a level which the one who is mentoring you has not even reached themselves because you are a correction of his mistakes. Your first attempt is to aim for the level they are on and then go bigger than they are but first goal is to aim for where they are.





# 9. DO NOT TRY TO REINVENT THE WHEEL



spade is a spade and a wheel is a wheel; do not be a person who always tries to reinvent the wheel. If someone is mentoring you and they tell you something, do not try to reinvent the wheel just do as you are told. That is the first basic part when it comes to being mentored.



#### DO NOT REINVENT THE WHEEL

Many people try to add some salt and sugar in a bid to get sympathy and at the end of the day they end up fighting those who are mentoring them.

If you are a person who is trying to reinvent the wheel, a wheel is a wheel it functions through circular movements and that is how it is. Its fully functional like that so why try to reinvent it instead of just using it as it is and taking advantage of it as it is?



If you have never fallen then you have not started. The biggest sign that you will succeed is measured by the number of times that you fall and rise.





## 10. PUSH THE SAME HEART



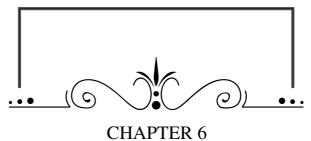
hatever you love you give the most to it. When you are looking for mentorship check, if your likes are the same and if they are not, mentorship will be difficult. If someone seeks mentorship from you it is very key that you mentor them based on the aspect of them pushing the same desire and wishes. If by any chance you are not going in the same

direction then there can be a challenge.

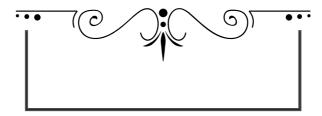
I would want you to always understand that you must look at a person who carries the same heart as you. If they are different the combination and partnership will not yield results at the end. Check thoroughly their heart and the desires they have. As you check those desires and they do not tally it means that the mentorship relationship will not work.

A person who does not love you will never sacrifice for you and it's as simple as that. If one does not love you, they will never sacrifice for you nor are they willing to take a risk for you. You need to check the heart and ensure you desire the same things and if you do you can put your effort towards it.





# LIFE THROUGH MENTORSHIP





## A DESIRE TO DEVELOP AND HELP OTHERS



very good mentor is sincerely interested in helping someone else without any "official" reward. Good mentors do it because they genuinely want to see someone else succeed.

The ability and availability to commit real time and energy to the mentoring relationship. Good intentions aren't enough; mentoring takes time. Current and

#### A DESIRE TO DEVELOP AND HELP OTHERS

relevant industry or organizational knowledge, expertise, and or skills. The best mentors have deep knowledge in an area that the mentee wishes to develop.

A willingness to share personal experiences. Mentors need to share their success stories. Such experiences provide valuable opportunities for learning.





# A GROWTH MINDSET AND AN EXPANSION ATTITUDE



he best teachers have always been and always will be those who remain curious successful themselves. Every mentee desires to be guided by successful and vibrant mentors and this is what a mentor carries at all times, thus drawing many people to come for mentorship.

No one would you rather be advised by someone whose mind is shut; it is their success stories which draws mentees to them.







his includes the very real skills of: active listening, asking powerful, open-ended questions, self-reflection, providing feedback and being able to share stories that include personal anecdotes, case examples and honest insight.

Having said the above on mentors, what makes a good mentee?

Just as there are specific characteristics of a successful mentor, there are attributes and sensibilities that make for a good mentee. This is important, because mentees must remember that mentors are doing this from the goodness of their heart, so being a good mentee is the best way to ensure the relationship enjoys a healthy purposeful existence.

Mentees that undervalue the opportunity are unlikely to succeed as a result of the relationship. Even the most motivated mentor will find it impossible to reach some learners

As such, these individuals must rise to the occasion; they must actively participate in the pursuit of knowledge with open, eager minds. Simply sitting beside their mentor won't enlighten them. In order for this program to work, they need to ask questions, both of the mentors and of themselves. In fact, they should do the lion's share of the talking.

A mentor will also need to know a mentee's unique learning process. That is, they'll need to understand exactly what will make the job a challenge for them, and what will come easily. With these clarifications, mentors may provide an ideal roadmap for their mentee's unique journey.

What's more, mentees must be able to prepare themselves for times where they may feel especially drained, as well as what to do when these circumstances arise.

A good mentee must be committed to expanding their capabilities and focused on achieving professional results.



# CLEAR ABOUT THEIR SUCCESS GOALS, NEEDS, AND WANTS



entoring isn't therapy where one just rambles aimlessly. Mentees are responsible for creating the mentoring agenda through their development mindset, so they must be clear about what they hope to get from mentoring.

A proper mentee must be willing to ask for help, show vulnerability and explore different paths and perspectives. Mentees must be open and receptive to learning and trying new ideas. No mentor wants to advise someone who isn't open to learning.

A good mentee must be able to seek and accept feedback; even the "constructive criticism" kind and act upon it.





# BE PERSONALLY RESPONSIBLE AND ACCOUNTABLE



entors want to see movement and growth. If you say you are going to do something, then do it. Sitting on the side-lines in a mentoring relationship is not going to work.

Be ready, willing and able to meet on a regular basis. Relationships take time to develop, so mentees must also be committed to upholding their end of the bargain.





mentoring relationship must be managed and nurtured. It is a venture that requires the mentee to actively attend to its care and feeding. The chances of creating and sustaining a successful mentoring relationship are enhanced by adopting a few simple best practices.





mentee must take the time to develop the direction of how they hope to be helped but of course not telling the mentor on how the process must go. A mentee to have a clear understanding of the relationship process and how best they can avoid disappointing the mentor.

Reflect and evaluate: the mentee must make regular checks on their progress and ask themselves questions like;

- ▲ How is this going for me?
- ▲ What's been helpful?
- ▲ What hasn't?
- ▲ What can I do differently to make this a more rewarding experience?"



As awkward as it may feel, initiating evaluative and monitoring self-checks will keep the relationship working for both the mentee and the mentor. A mentor wants an organized and committed mentee. Mentors are very busy people, so they wouldn't be found spending their resources on individuals who seem to be half-hearted over their endeavours with their mentor.

Closeout: If you are part of a formal mentoring relationship or have negotiated a specific number of mentoring meetings, take the time to analyze your progress. This is when the mentee should reflect and appreciate.

- ▲ What was most rewarding?
- ▲ What did I find the most valuable?
- ▲ What am I most grateful for?

Mentoring is a great opportunity to deliver a rewarding and potentially life-changing experience for the mentee. It is one of the most important things a person can do to enhance their life endeavours and or business pursuits. It takes time and commitment but it is well worth the effort.

Don't be afraid to have a mentor who is younger than you, looks different than you, thinks differently than you and isn't necessarily the same gender as you.

Seek out a mentor who will challenge you to improve, isn't afraid to ask the tough questions and will deliver real feedback, both positive and negative.



### LIFE THROUGH MENTORSHIP



our mentor isn't there to do the work for you, they're there to help you do your work better. Being a great mentee means being dedicated to learning and practicing new skills.

Mentoring is one trend that continues to grow and gain popularity, and that's a very good thing. A majority of people agree that mentorship is important, yet only very few actually have a mentor.

Mentorship plays a key role in helping people advance in life desires and ambitions but it's only effective if the mentor-mentee relationship is a good match. Since a mentor is a person you'll be working closely with, adaptability of the mentee to the mentor is crucial to success.



Step out of your comfort zone and be curious. This is perhaps the most beneficial piece of advice that you need to follow to get the most out of a mentor relationship. Ask meaningful and productive questions that make you desire for deeper for answers from your mentor.

They shouldn't be questions that can be answered in the spur of the moment but rather questions that an ordinary person wouldn't answer. These are the moments that separate an ordinary person from a mentor. Remember, a mentor is someone who is experienced in the field.





Explore the possibilities of doing the things that scare you. Learn as much as you can about them until they no longer scare you.

Talk through challenges with your mentor so that you can turn your fear into excitement. This is exactly what a mentor relationship is for. Mentors will help you find answers to your questions that will help you dispel your fears

Be honest with your questions as well as any information you share. If you want something, ask for it and don't beat around the bush hoping your mentor will pick up on your hints. This will be the most upsetting thing for the mentor.





Respect your mentor at all times. The best mentormentee relationships are built on trust and your respect for the mentor. Displaying trust to your mentor at all times ensures that your mentor feels comfortable dealing with you in all moments and also the mentor knowing that sessions are held in confidence.

Respect your mentor on a personal and professional level and respect their valuable time. Be punctual to your appointments and try to stay within the time limit you've established. Respect their set boundaries so that the mentor does not lose focus on you.

#### RESPECT YOUR MENTOR

Remember, they are donating their time to help you, so it's important that you don't take advantage of them. If they've offered to make themselves available by phone or email, don't overdo it and contact them multiple times a day. Establish some ground rules around contact so that you know how much time they're willing to give you.

As a mentee, it can be tempting to want to ask your mentor every time a question arises, especially if they've agreed to make themselves available to you outside of your scheduled sessions.

Save the times that you do reach out to them for the big things and make a list of the smaller questions you come up with to ask at your next session. This shows that you respect their time and also forces you to put things into perspective and focus on what's really important.





## KNOW EXACTLY WHAT YOU WANT TO GET OUT OF THE RELATIONSHIP



efore you get started, you must understand the rules set out by your mentor and follow them accordingly. Set goals must be clear to ensure you're both on the same page. If you're going to be working with a mentor long term, set a few smaller goals along the way.

This gives you something to work towards and helps keep sessions on track and focused. Without a goal, you won't know how much progress you're making and you may feel like you aren't getting enough out of your mentor relationship.

Remember, your mentor is there to help you succeed. This may mean that they have to give you some tough love or advice that's hard to hear. Be gracious and know that they are doing this to help you. It's not easy to receive criticism, but coming from a mentor it's meant entirely to help you accomplish your goals.





our mentor isn't there to do the work for you, they're there to help you do your work better. Put the new skills you've worked on with them to use in your everyday work. If you've asked for help writing a document, have a draft ready for them to look over.

If they've given you something to work on, make sure you do that in time for your next session. If they've opened doors for you, make sure you walk through them!







## BE OPEN TO FEEDBACK



our mentor is there to help you. They'd be doing you a disservice if they didn't provide honest, sometimes critical feedback. They aren't doing this to hurt you.

You have to be open to being coached and stay receptive to the things your mentor tells you. Closing your mind off will hinder any progress you could be making.







## BE CLEAR ON YOUR NEEDS



ell your mentor exactly what you're hoping to get out of the relationship. Think of a specific goal you have in mind that you need help to accomplish. Set goals and come prepared to each meeting with an overview or an outline of what you want to accomplish during your session.

Setting goals helps you progress quicker and stay on track. When both you and your mentor are clear on the target outcome, you can both work together to reach it and share that sense of accomplishment.







mentor-mentee relationship can be a very long-term commitment. Go into it with a long-haul mentality and commit to putting in the work. Seek out a mentor that you want to work with long term. Being a great mentee means being dedicated to learning and practicing new skills. The more work you put into the relationship, the more you'll get out of it.





our mentor is someone whom you will be working closely with. You have to be compatible with this person otherwise the relationship can feel strained or forced. It does take a bit of time to get to know someone, so don't discount a relationship too quickly but pay attention to any cues that could indicate long term conflict.





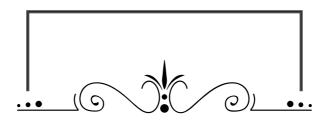
It's not about finding a mentor with the most years of experience or the biggest title. It's about finding a mentor with the knowledge and expertise to help you on your journey. You want a mentor with enough experience to help you navigate through any challenges you're facing but that doesn't always mean someone with the most years of work on their resume. If your mentor has been in a similar situation to you and has worked their way through it, their title or years in the field become irrelevant.

Take things slow and understand the rules laid out by the mentor for you. Follow them accordingly to avoid disappointing your mentor. After a few sessions you'll get to know each other better and you'll have learnt your mentor's communication styles. Once a solid level of trust is established, you'll be able to really move forward.



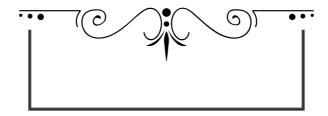
If you're working through a tough situation, ask your mentor if they've experienced the same circumstance or something similar. Have them walk you through their process and how they overcame it. Have them explain the steps they took to rectify the problem and elaborate on the parts that were toughest. Ask them how they were feeling, what their thought process was, how long they worked to overcome the challenge and any other questions that invoke thought and spark discussion.

This will be an ongoing discussion that you can keep coming back to as you make progress on your journey. Discuss the wins and challenges you're experiencing as they happen. It's equally important to talk about what's going right, especially since we tend to focus on challenges or problems.



## CHAPTER 7

# **CONCLUSION**



In conclusion let me summarize the whole book. I gave you examples of people who were mentored and in turn became great simply because they have people to look up to in their day to day lives.

I placed politicians among other powerful people. In this statement I would like to say that if you are not able to be under, no one will ever be under you. I would like to emphasize on this statement again, "being under does not make you less" it makes you a slave yes by the look of things but whoever became a king was once a slave.

Understanding the bottom makes you understand that the only place that's left for you to go is up. In this respect one should know that submission is an art and a skill which only brings one thing called greatness. Greatness has come towards those that can submit. If one is unable to submit then greatness will not be their portion. In that respect one should know that submission is a very vital thing.

If one is not able to say the truth or be taught or be corrected it means that they are going nowhere. I gave you a tip on what you should look at and consider as you allow yourself to be engulfed by your mentor. Let him be free to tell you whatever you are doing good or wrong so that you reach the highest level in your life. Taking this into consideration ONE WHO DOES NOT LISTEN, DOES NOT RULE THE WORLD.

Listening enables you to rule the world. Whoever moves in and out of your life determines who you become. You



are a product of your surroundings. Those around you determine who you are. Your level is not determined by who you visit but by who visits you. If anyone is mentoring you, they must love you enough to be able to visit you and call you. If you have not yet gained that favour of being called, it means your mentorship is mediocre.

You need to increase your listening and check where you are making mistakes. Up and until your mentor calls you, you have not been mentored fully. Yes, you can be mentored through a book but it's not enough. You can also be mentored through TV but it's also not enough because it does not have interaction whatsoever.

I want you to reach a level where the one who is mentoring you is able to call you, talk to you and sit down with you and even visit you not only you visiting them. I hope I am clear on that area, has your mentor ever visited you, ever called you or invited you? Do they see you as a necessary person? If he is not seeing that, then don't blame them, blame yourself.

There are things that you are supposed to be doing which you are not doing. If you do those things it then means that your mentor will contact you.

I take my conclusion as one of the biggest summaries that I have ever given. It's an art and a skill if you grow in this. You need a spirit of understanding to be a mentor and a mentee. Understand these things and put them into perspective. You need to know how you can be a listener,



how you can be loved and how you can implement what you are being taught such that whoever is teaching you can pour more and give you more as they advance you to the next best level and surpass it. Aim to reach where they are and be pushed even further than the level they attained because whoever is being mentored is a correction of the one who is mentoring them. With their correction you can be better than them.

### I salute Jesus,

I salute you for reading this book, God bless you as you practice what I have been teaching you in this book.



You have no need of eyes if your mind is blind, your eyes are only perfect when your mind sees



# ENGULFED SUCCESS THROUGH MENTORSHIP

# ABOUT THE AUTHOR

He has written 300 books, some of them include:

1. Seven Things Africa Must Change

2. Never Work For Money, Let Money Work For You.

3. Theme Of The Heart.

4. The CEO's Mind

5. Gaining Favour From Men

6. The Art Of Maintaining.

7. Leadership

8. Business Dynamics



