Twitter Thread by [redacted]



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Every time you meet someone above you, you have a chance to move up.

It’s a rare golden opportunity to encounter those at the top.

Here's how you attract a founder, investor or an executive (FIEs) as your mentor.

Thread.

You NEVER know who the person you’ve encountered really is. You don’t know what he knows, what he is capable of, who he knows, who his connections are.

Assume they are the 1%.

Founders/Investors/Executives (FIEs) look for specific qualities before deciding to invest in someone.

You need to know WHY you want to be a mentee under FIEs.

You need EVERYTHING mapped out & prepped.

If it’s for an idea: know your strategy, distribution channel, market, competitors, biz plan etc.

If it’s a job seek: know your aim, your plan & career objective etc.

Then you need a 2 step approach.

1. Provide value that makes you worthy enough to be mentored.

2. Receive value in exchange, that will help progress whatever it was that made you sought out a mentor in the first place.

If you do this, ascension is inevitable.

FIEs read body language.

They can instantly tell whether you've got it or not.

Focus on 3 things:

-Chest out
-Eye contact
-Speak slowly

Nod. Accommodate your words with hand gestures. And don't interrupt.

Ever.

If you do, apologise & let them speak.

FIEs LOVE hearing "I don't know".

Those 3 words are your best friend.

It demonstrates instant humility. Learn this sentence inside out:

'I don't know, but as far as I'm informed on the matter, I would say..."

& deliver your best thought.

Do not impress outside your domain.

Blatantly show off WITHIN your domain.

This is a chance for you to show FIEs your confidence; that you know what you're doing & the value you provide.

Flaunt your specific knowledge like it's backed by 5 hedge funds.

It's not arrogance when it's backed by competence.

With FIEs, you have to find the sweet spot where you portray just enough confidence without being arrogant,

while showing just enough desire to be taught without the need to boot lick.

You need to radiate value, without self-proclaiming how valuable you are.

If you bootlick, you are NOT worth investing in. You're nothing but a pest.

If you're arrogant, not only are you not worth investing in, anyone above you would rather see you get crushed,

even those willing to help.

This is raw experiential truth.

Break rules in your line of work to provide value.

I once provided a kid antibiotics without a prescription. The dad turned out to be an owner of a hotel.

To this day, he gives me free accommodation whenever I need it.

He introduced me to an accountant who led me to my mentor.

Assume a mentee position without requesting it.

Dont ask them to help you. Ask questions & demonstrate your desire to learn.

Be specific. Then flip the conversation, & try to subtly teach them something within your domain.

This is the push-pull game you need to play with FIEs.

If FIEs tell you to do something, you need to do it or die trying.

This is the ultimate test that instructs their instinct whether to spend their time investing in you or not.

Go out of your way to double down on what they told you to do and deliver.

Split your time equally in three ways with FIEs.

33% - Spent on providing value from your domain of competence.

33% - Spent on understanding your FIEs & whether you can help their line of work in any way.

33% - Spent on seeking value for your growth & progression.

If you’re not in a field of work that provides value for FIEs, then you should first improve your position before looking for a mentor, or offer a piece in your idea.

You need to be able to provide substantive value. Its your leverage for becoming a mentee worth investing in.

Just because you scored a FIE as your mentor doesn’t mean you sit back and take everything they have to offer.

Your relationship with them should be a contest of who can provide more value for each other.

It’s this quality, that makes them want to invest in you.

Remember that FIEs have done it all. They've risked everything to run a company. Systems fall apart without them.

Your existence simply suffers in comparison.

Submerge your ego & sharpen yourself up if you want to attract FIEs.

My mentor who’s a 46 yr old founder & CEO, told me,

FIEs don’t invest in people unless they;

-Show humility
-Show desire through progress
-Willingness to take risks
-Provide value with an idea or a line of work
-Acknowledge that they know nothing

MENTOR YOURSELF FIRST.