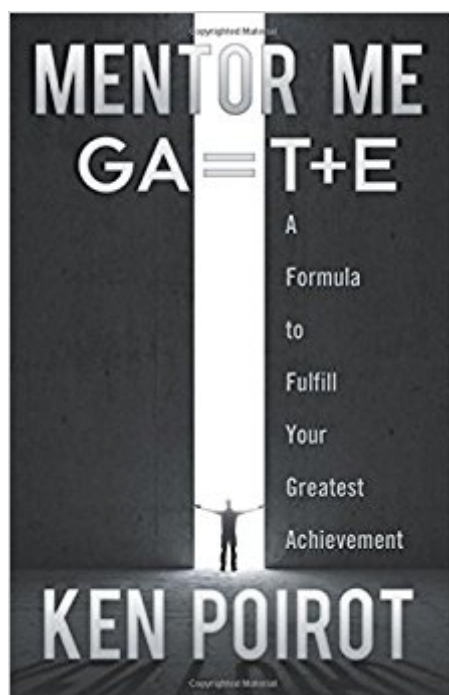


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# Mentor Me: GA=T+E- A Formula To Fulfill Your Greatest Achievement



## Synopsis

Happiness. Success. Motivation. Influence. Inspiration. We all want to have success and happiness in every area of our lives, as well as be a positive influence and inspiration to other people. But too often, we get lost in our resolutions to do just that, having no idea where to start or how to get there. Successful life coach Ken Poirot provides answers in this groundbreaking book, *Mentor Me: GATE-A Formula to Fulfill Your Greatest Achievement!* In *Mentor Me*, you will discover:

- How to formulate a plan to achieve your dreams
- Your personality style and how it relates to the personality styles of other people
- How to most effectively learn new information, motivate yourself, and others
- The two most powerful words in the English language and how to put them to work for you
- The best-and most effective-way to handle any conflict in life

*Mentor Me* delivers what other books only promise: real world strategies, techniques, and information that produces proven results! Easy-to-implement directives and personal life illustrations combine to provide readers with the pathway to success they have only previously dreamed about. Begin reading and following the plan found in *Mentor Me* today and step-by-step, you will transform your life!

Ken Poirot is a financial professional with over eighteen years' experience as both a successful financial advisor and sales manager. As the senior vice president and sales manager for Frost Investment Services, the brokerage department of Frost Bank (NYSE:CFR), he led his department to four consecutive years of double-digit revenue growth, increasing revenue by over 83 percent while substantially increasing the profit margin. During these same four years, the financial advisors he coached increased their individual production from an average of less than \$25,000 in revenue per month to over \$41,000. Additionally, he has consistently increased sales by double digits as a regional manager at various other firms, including Guaranty Bank and JPMorgan Chase.

He is a coach, consultant, scientist, author, and public speaker, currently residing in the Houston suburb of Richmond, Texas.

## Book Information

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## Customer Reviews

"...everyone - should think about reading this book." - Kathryn Bennett

"...this is a great book, enjoyable to read and with useful knowledge." - Teodora Totorean

"...motivating and inspiring book that will help change your attitude towards life." - Mamta Madhavan- Provided by "Readers' Favorite" "...fascinating...His analysis of the different ways in which people learn is equally enlightening. He deftly demonstrates how he personally put into practice much of the advice he conveys in the book...Poirot's writing style is conversational, educational, and often inspirational. Chapters are well organized, and exercises are integrated into the text at appropriate, logical spots. The text is easy to read, and the pages are nicely composed...Mentor Me...should prove to be a valuable guide" - Barry Silverstein, Forward Reviews - Clarion Review

I have been fortunate to work for some of the top companies in financial services - some better known New York Stock Exchange listed companies like American Express, Charles Schwab, Merrill Lynch (now part of Bank of America), JP Morgan Chase, as well as some smaller New York Stock Exchange listed companies like Cullen/Frost Bankers (NYSE: CFR) and Guaranty Bank (now part of

BBVA, NYSE: BBVA). I realized my time working as both a financial advisor and sales manager with some of the top financial firms over almost two decades, exposed me to much high-level training which could be applied to both personal life as well as my professional career. I also realized many others might benefit from this information, so I decided to compile the best of this training in order to make it accessible and applicable for anyone who had an interest. I combined this with trial and error uses/enhancements (real world application) of this information, personal stories, real world experiences, and observations - creating the book, "Mentor Me: GA=T+E--A Formula to Fulfill Your Greatest Achievement". The initial feedback I have received is this book is "succinct", "practical", "easy-to-read", and "easy-to-implement". My hope is everyone who reads "Mentor Me" can find something therein to take away and use to have a positive impact on their lives.

GA=T+E means "Greatest Achievement equals Time plus Energy." The book starts out by admitting it is a motivational book, and it mentions sales several times. The key advice is to write down specific goals and remind yourself of those goals constantly, then apply time and energy toward achieving the goals. Along the way the book mentions several very useful tools for dealing with other people. There is a quiz to help you identify your personality type, and a lot of good information about body language and the ability to use what you know about personality type and how a person learns to achieve the goal you want to achieve through the help of others. There are many books written over the decades that have similar advice. Maxwell Maltz's "Psycho-Cybernetics," Napoleon Hill's "Think and Grow Rich," and numerous books by Dale Carnegie all contain the same kind of advice. Napoleon Hill states you should write the goal on a piece of paper and put it in your wallet, post it on your shaving mirror, and constantly keep the goal in front of your eyes and you will achieve that goal. Maltz's technique is ready, fire, aim. The idea is that one should start moving toward the goal, while visualizing it very distinctly, and your automatic guidance system will take over and you will hit your target goal. Visualizing the goal as clearly and distinctly as possible - using every sense you have - is a key to Maltz's ideas. Mr. Poirot says much the same thing in a truncated fashion. The author is very helpful when he advises "know yourself" and then know others and how they are wired. Being able to disarm an angry person in a confrontation is important, and Mr. Poirot gives excellent advice there. Writing down your goals and then reminding yourself what the important things are (the rock bucket) is equally important for success; however, you can follow all the rules you want and apply yourself with diligence and still fail. Like many successful people Mr. Poirot believes that you control the outcomes of situations because you control your response to the

situation. That, he thinks, is the key to moving forward in life. Control your response well and the situation will develop in your favor. Of course, this simply isn't true. I knew a wonderful fellow who had married his childhood sweetheart, graduated from college, and managed to get the job he had always wanted. Then he was drafted and sent to Vietnam where he died at the hands of the Vietcong. How was his response to the situation going to save him? He followed orders and died. His attitude just did not matter. As an attorney I had to advise people in awful situations, and many times the situations did not work out in their favor in spite of their positive attitudes and good decisions. I can tell you from personal experience that the best liars win in court most of the time, even when the law is against them. No matter how much you think you control your life by controlling your responses to situations that develop, in fact you do not. Mr. Poirot is very intelligent and uses that intelligence well, often achieving good results when many times it could have gone otherwise; thus, he believes he is ultimately in control. But it could have gone otherwise very easily. In one example, the organization has a discrimination problem and they moved to solve that problem before it exploded; however, if someone would have reported the discrimination before it was discovered - it had gone on for a long time - they would have had a lawsuit and significant damages rather than a personnel problem. Mr. Poirot seems to have been blessed with honest bosses. Many people have not had that kind of luck, and they have been set up or lied about by their not so honest bosses resulting in destroyed lives and careers. I have personally witnessed mental breakdowns from situations involving lying bosses or underlings. Thus, it is quite easy to get into a "situation" where your responses are limited and just controlling your response by thinking through what result you want will not help. Because this has worked for you does not mean it will work for others in situations that are not of their making and where their control is minimal. Just ask the men whose names are inscribed on that low black wall in Washington DC. What Mr. Poirot displays is survivorship bias. The ship was sinking, I did X and survived; thus, everyone who does X will survive. No one can ask the dead how many of them did the same thing and drowned. Mr. P did X and Y and was very successful; thus, others who do X and Y will succeed. But how many followed the same principles and failed? We do not hear from them. They do not write books. After all, who wants to hear from a failure? The book is easy to read, the principles easy to grasp, and the ideas are cogent and should help nearly anyone working their way through life. The hard part will be choosing the ultimate goal. Actually, very few people can formulate specific goals for their life other than gaining a certain amount of money. That is how the western world measures success. How much money do (did) you make? A million? You are a success. What if the goal is being honest or living a Christian life? How can that be measured? AD2

Ken Poirot's guide is definitely something you should read if you find yourself in a slump and you want to turn your life around. Or maybe if you're young and want to have a successful start in whatever it is that you wish to do. Either way, "Mentor Me: GA=T+E-A Formula to Fulfill Your Greatest Achievement" is a worth-reading book which provides concise, yet useful information. The author stays away from the usual cliches correlated with achievement, progress, and development, and instead offers tips which really can be used in real life and not just in theory in some utopic social, political, and economical environment. I won't say what the formula is -- after all this is what this guide is all about, so I don't think that the author would appreciate it if someone would simply give it away in a review --, but it is definitely something worth-knowing and which has the potential to help you achieve your goals if you do your part of the work.

I got over my dislike for the title and read this with pleasure. Most of us get out of college with no notion that time is precious or how to prioritize what we have to do. You can find here quite an amount of good sense coaching. I wish I had had this in hand 60 years ago: I spent decades learning how to manage my time. The text is well written, full of examples (usually coming from experiences of the author in sales). But whatever you do, the examples are helpful and make you think of how to solve your own problems. In addition, you will get an introduction on how to treat people with different personalities. Note for this young author: Don't break words in your word processor: they come out on the kindle in the middle of the line as for instance intro-duce instead of introduce. You have a dozen of them. Have a friend read the book one last time for other typos.

If you are looking for a great book to help you achieve your best, then this is a good choice! It provides a ton of insight that will help you develop a plan for achieving greatness. The book also gives guidance on the best way to relate to others around you. What I enjoyed most about this book is the valuable advice on self motivation. This is an area where I have struggled and the info in this book has really offered me some practical advice on how to overcome it. Mentor Me clearly outlines proven strategies that can give you the results you've been searching for and simple steps to put them into practice. I also loved the fact that the author illustrates how to use the techniques for the best outcomes. This book is great for anyone in need of the right motivation and resources to get to where they want to be.

Definitely an inspirational and very motivational book. It outlines a plan to finally get yourself

motivated to get working, and helps you find out what your path to success will be. If already tried several of the technique and strategies, and although it's tough to tell if they worked I'm pretty sure they did. Unlike other similar books, the author has actually achieved success himself using this information. This book will be a benefit to anyone looking for strategies to achieve their dreams. I would definitely recommend it to my colleagues.

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