

# Never Eat Alone

Ch 26-31

7/2/09

weltonhong@gmail.com

# Ch 26 – Getting Close to Power

Are u connecting with field mice or important people that can make a diff in ur life and lives of others?

Kind of people who can make you and your network sparkle

no one does it alone, whatever our goal or missions. We need help from lots of others

"Power by association" power that arises from being identified with influential people

small start-up company seek to populate its board of directors with recognized business leaders

How can we get close to them? pursue these people in sincere manner, with good intentions

create "trust" no ulterior motives behind ur approach

deal with them as people and not as "stars"

feel like a peer who deserves to be engaged

interested in them for themselves, rather than what public perceives them to be, stay away from their fame and focus, instead on their interest

find out what their passions are

Places to meet them Young President's Organization

Local entrepreneur clubs

Political fundraisers

Conferences

Nonprofit Boards start out by finding 4 or 5 issues that are important to you and then support them locally

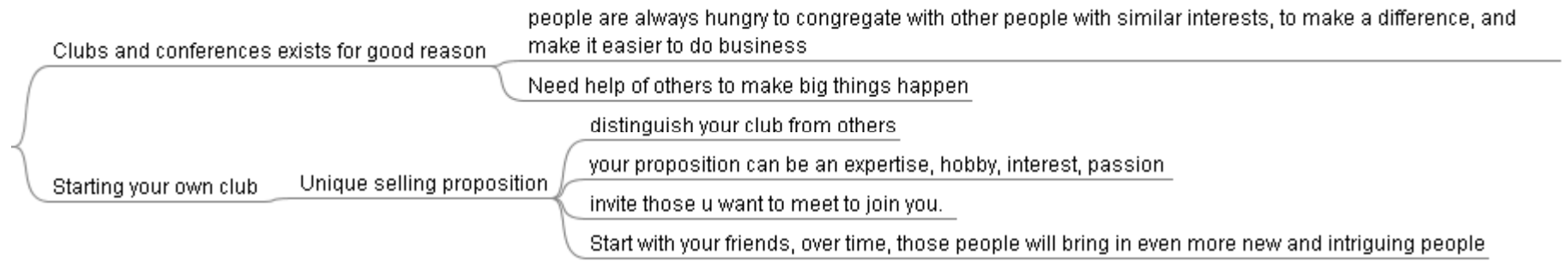
successful nonprofits seek out a few famous people to sit on their boards to help them get publicity

goal is to become a board member yourself and sit side by side with these people

but be sure u care and indeed want to help the cause

Sports (especially golf)

# Ch 27 – Build it and they will come



# Ch 28 – Never give in to hubris

Don't get too focused on master connecting, and forget all the classes and values that were your foundation

Don't get overboard on ego and pride as you start to connecting with higher power people

Be humble

never let prospect of a more powerful/famous acquaintance make you lose sight of the fact that the most valuable connections u have are those u've already made at all levels

Thank those early mentors who helped you along the way

# Ch 29 – Find mentors, find mentees, repeat

successful people in nearly every field know they can't be their best unless they have a good coach athletes, musicians, entrepreneurs, etc

Setup mentorship program inside your companies

Intel

Mentorship and buddy program

learning network matching people not by job title or seniority but by specific skills that are in demand

No process in history has done more to facilitate the exchange of info, skills, wisdom, and contacts than mentoring

young men/women learned their trade by studying as apprentices under their craftsmen

finding a talented, experienced mentor who is willing to invest the time and effort to dev u as a person and a professional is far more important than making career decisions based purely on salary or prestige

Find mentees you will learn much from them since they help you update your skills and view the world anew

# Ch 30 – Balance is BS

False belief that work/life balance is the perfect state of equilibrium

No longer needed to make a distinction between career happiness and life happiness - both are pieces of you.

Dividing your life between professional and personal spheres no longer made sense

what made you successful in both worlds were other people and the way you related to them

balance is a mind-set. Where you find joy, you find balance.

important thing is to see connecting with others not just as another manipulative tool used toward achieving a goal but rather as a way of life

problem in today's world isn't that we have too many people in our lives, it's that we don't have enough.

More People, More balance

Refrigerator rights relationship

kind that are comfortable, informal, and intimate enough to let us walk into another's kitchen and rumage thru the refrigerator without asking.

it's close relationship like these that keep us well-adjusted, happy and successful

Connecting is that rare thing that let us have our cake and eat it too we end up serving the interests of both our work and our life, ourselves and others

If a person did what he or she loved, it would feel as if they never worked a day in their life.

If your life is filled with people you care about and who care for you, why concern yourself with "balancing" anything at all?

# Ch 31 – Welcome to the connected age

Life is work, work is about life, and both are about people

Technology has proven no substitute for personal relationships, but it seems to enhance them

Social Networking Sites (Facebook, LinkedIn, Twitter)

Blogs

Ultimately, making your mark as a connector means making a contribution - to ur friends, family, company, community, world, but making the best use of your contacts and talents

Peace within

There is only one place to find real peace, real harmony. That place is within.

be master of your own mind

ask the right questions and spend the time looking and listening

slow down and truly listen to yourself

better understanding of who we are and what we really want

What is your passion? What truly gives you pleasure? How can you make a difference?

If don't ask these questions, life will be out of whack even if you are successful

Make a decision that from this day forwrd, you will start making the contacts and accumulating the knowledge, experiences, and people to help you achieve your goals

First be honest with yourself

How much time are you ready to spend on reaching out and giving before you get?

How many mentors do you have?

How many people have you mentored?

What do you love to do?

How do you want to live?