



The Alliance Bulletin

An Innovative Financial Resource



March 2011 Newsletter

Dear Sam,

ACC offers this newsletter as a means of sharing thought provoking and stimulating articles to our clients and associates.

We hope you find them of interest and invite your submission of articles for future newsletters that you feel would be of interest to our readers.

We also invite your input with regards to this change of format from a newsletter mailing to an e-newsletter.

Sam Fallenbaum

[Website](#)
[Leasing Features](#)
[Programs](#)
[Application](#)
[Contact Us](#)

How To Find Great Mentors

Surrounding yourself with well-chosen mentors can dramatically change your life. A mentor is someone with vast experience or unique talents who is willing to share ideas with you on a regular basis. You, as the recipient of this valuable information, have a responsibility to use it wisely by furthering your career and financial status or by

enhancing your personal or family life. It's like a teacher-student relationship, except that you have the benefit of one-on-one tutoring. And the big bonus is that you normally don't pay for the lessons. What a deal! Here's a proven three-step method to help you enjoy the considerable advantages of mentorship:

1. Identify the target. Select one specific area of your life that you want to improve. There may be several, but for the purpose of getting started, choose only one.

Here are a few ideas-growing your business, sales, marketing, hiring excellent people, preparing financial statements, learning new technology, investment strategies, accumulating wealth, eliminating debt, eating and exercising for optimum health, being an excellent parent, or doing effective presentations.

2. Select your mentor candidates. Think about someone who is exceptionally experienced or talented in the area you have selected for improvement. It could be someone you know personally, or it could be a leader in your industry. Maybe it's someone who is recognized as a top authority on this topic-a well-known writer, speaker or celebrity. Whoever it is, make sure he or she has a proven track record and is truly successful.

3. Create your strategic plan. If you don't already know the whereabouts of your proposed mentor, how are you going to locate this unique individual, and when you do, how will you make contact? The first thing to realize is that you are probably never more than six people away from anyone you want to meet, including your new mentor. That's exciting to know-treat it like a game. There may be six doors you need to open before you have all the information you need. Who could open the first door for you? Proceed from there, and keep asking. You'll be surprised how quickly the other doors open up once you put the word out.

You may be looking at the name of your proposed mentor and second-guessing yourself with thoughts like, "I don't even know this person and she certainly doesn't know me. And if she did, she probably wouldn't give me any of her valuable time." Stop right there!

Finding and contacting mentors is well within your capabilities.

Neil, located the head office in Texas. He made several phone calls and eventually was connected to this successful businessman. Neil was a little nervous, but he summoned up the courage to ask. The successful businessman agreed to spend twenty minutes every month with Neil on the telephone, sharing his experience and best ideas. True to his word, this arrangement was carried out, and one day Neil received an interesting offer. His new found mentor invited him down to Texas for five days to study every aspect of his business. He could be a fly on the wall, talk to the staff, and observe firsthand why the company had prospered.

Of course Neil didn't hesitate. The result? Not only was he able to expand his business in many profitable ways, his relationship matured to another level. Instead of a mentor-mentee association, a growing friendship developed. In addition, he was able to share some of his own successful strategies that were not being practiced by his mentor. Over time, a true win-win relationship formed, and Neil's confidence grew along with his profits.

It all started with that one phone call. So let's analyze how you can

it all started with that one phone call. So let's analyze how you can enjoy similar success. The most important thing is to be sincere. Sincerity goes a long way in helping you get what you want in life. Here's what Neil said when he first got through on the telephone, "Hello, Mr. Johnston (not his actual name), my name is Neil. We haven't met yet. And I know you're a busy man, so I'll be brief. I own a small trucking business. Over the years you have done a fantastic job, building your business into one of the largest companies in our industry. I'm sure you had some real challenges when you were first starting out. Well, I'm still in those early stages, trying to figure everything out. Mr. Johnston, I would really appreciate it if you would consider being my mentor. All that would mean is spending ten minutes on the phone with me once a month, so I could ask you a few questions. I'd really appreciate it. Would you be open to that?"

When you ask that closing question, the answer will usually be "Yes" or "No." If it's "Yes," control your excitement and ask another question. "When would be a good time to call you in the next few weeks?" Then confirm a specific time for your first mentor meeting. Follow up with a handwritten "thank you" note right away.

If the answer is "No," politely thank the person for his time. Depending on how firm the refusal was, you could ask if it would be okay to call back at a more convenient time to reconsider your request. Otherwise move to plan B-call the next person on your list.

Let's review the key elements in the phone call. First, get right to the point. Busy people appreciate this. Don't socialize. Stick to a well-prepared script using a relaxed conversational tone. It only takes a minute. Also, it is important to control the conversation. Say what you want to say, ask the closing question and then shut up. At this point, you allow your potential new mentor to speak. If you follow this sequence, your success ratio will be high. Here's why: First of all, when you ask someone to be a mentor, it is the ultimate compliment. Second, they are rarely asked. And if you do it with total sincerity, having reminded them of their own earlier challenges, you will often receive a positive response.

Before you make the call, it's useful to have as much information as possible. Ask the company to send you any promotional material they have, including the most recent annual report.

Remember, you can have several mentors. You can select people for any area of your life that you want to improve. They may live in another city or country, or they may be half an hour's drive away. So get started and have fun. These relationships can dramatically accelerate your progress in any area of life.

Trial and error is one way to gain experience, but it's hard work figuring everything out on your own. Tapping into other people's successful formulas and adapting their ideas is a lot smarter. It's usually who you know that opens up the doors for bigger and better opportunities. Treat it like a "connect-the-dots" game. Successful people are well-connected. Simply follow their moves.



865 North LaSalle, Chicago, Illinois 60610
(888) 727-9960 • Fax: (312) 664-3021

Introduction of New Programs

Website: www.accleasing.com
Email: sam@accleasing.com

OFFICES LOCATED IN:
San Francisco • Chicago • Florida • Nevada
Pennsylvania • Oregon • Washington

Our Sponsors

1-ACC can also now extend leasing for Canadian and cross border opportunities

2-ACC introduces it's " Flexible Financing Program" where the payment stream can be structured to meet your particular cash flow needs. The monthly lease payments can be deferred, stepped up or down depending on seasonal fluctuations or ramp up periods.

3- Working capital loans up to \$25,000. No collateral required...perfect for Start-ups, home based and small businesses....low affordable payments with no prepayment penalties for early payoff.

4- ACC is pleased to announce the launching of it's Micro Ticket Leasing program. We will consider transactions from \$500-\$2,500 with terms from as low as 6 months to 24 months.

Sincerely,

Sam Fallenbaum
Alliance Commercial Capital



About Us

Alliance is a national equipment leasing company providing innovative services to manufacturing, wholesale, and professional service industries. Headquartered in Chicago, Illinois, with six offices throughout the United States, the company was founded in 1982 and serves a broad market from small businesses to Fortune 500 companies. What makes ACC unique is it's objective on making financial solutions happen rather than turning opportunities down by focusing on the integrity of the applicant and their ability to meet their obligations, rather than on the equipment it's being asked to finance. ACC is a relationship lender that creates flexible financial solutions to meet their client's unique cash flow needs email: sam@accleasing.com

phone: Tel: 888-727-9960 Fax: 312-664-3021 web:
<http://www.accleasing.com>

[Forward email](#)



This email was sent to sam@accleasing.com by sam@accleasing.com | [Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

Alliance Commercial Capital | 865 North LaSalle | Chicago | IL | 60610