

I am currently reading a book, "*A Guide to Christian Ambition: Using Career, Politics, and Culture to Influence the World*," by Hugh Hewitt. Hewitt provides advice to young adults on an array of topics from the selection of a university and specific job paths to Christian character in public life. Of particular interest are two chapters devoted to the importance of recognizing those who have contributed to a person's success. In the chapter, "Know Whom You Owe," the author writes,

*"...(the chapter) is intended to spark in all readers a recollection of exactly who gave them a break, provided a push, or offered a hand up after a nasty fall. It often seems that nobody owes anyone anything. Except that everyone does. Know whom you owe. Know that you owe. You're fooling yourself if you think you made it or will make it on your own."*

Business is about people. For the student, there are those individuals who have helped you get to where you are today, but there will be others who will be put in your path to play their part in shaping your future.

Please incorporate the following into your next meeting(s):

- 1) Please give your student a sense of the variety of individuals (e.g., teachers, coaches, neighbours, family members, colleagues, etc.) who have assisted or influenced you in your career choice, current employment position or business venture, as well as the circumstances of their input.
- 2) The author states that our present culture often creates what he refers to as a "gratitude gap." In effect, we are not encouraged to show gratitude toward or recognition of those who made our success possible. Please discuss whether you agree or disagree.
- 3) What has "networking" looked like for your mentor over his/her career and how does he/she currently connect with other business professionals? Determine a practical definition of networking for your student.

Finally, for the student, *if* you were asked to send a thank you note to three individuals who have most influenced your life to date, who would you write to? Consider doing it...

Thank you again for your participation. Please pass along your comments or questions.

Regards,

Doug Lindsay