



JIM HARSHAW JR.

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #282

Mark Timm

Should you have a mentor?

“Of course!,” you say. But... do you actually *have* one? Have you actually sought one out? Do you even know how? Or maybe you're just too busy? Or maybe you have one but you need another in an area where you want to improve—relationships, business, or health.

While Americans believe that having a mentor is important, less than [half of the American population](#) (46%) claims that they have one—and I believe that number is even a stretch.

I spoke with serial entrepreneur Mark Timm who co-authored the book *Mentor to Millions* with original Shark Tank shark, Kevin Harrington. We discussed how to find a mentor, what a mentor-mentee relationship can be structured like, and even the reward you get from being the mentor yourself. In Mark and Kevin's new book, *Mentor to Millions*, they chart Mark's journey from a pivotal moment in his life to a whole new understanding of how work, life, and relationships can coexist and thrive together.

Perhaps now more than any time in history, anyone wanting to succeed should look towards finding a mentor for guidance through uncertain times. Here's how to do it effectively.

Top Quotes From This Episode

“The most valuable business you'll ever own, work for, or be a part of isn't the business you go to every day, it's the one you go home to.”

“We're put on this earth, not just to win at work, but to win at home.”

"The best mentors let you fail. Any mentor that doesn't let you fail, is not a good mentor."

"[When you're faced with failure,] one of my mentors said, 'Just go back to the point where you were getting it right and start getting it right again.'"

Show Notes

This episode touches on the following key topics and ideas:

- **The Driveway Moment (5:05):** Mark takes us to the moment when his business was getting the best of him, while his family was left with the least; and how he turned his priorities around and made his family his "most valuable business."
- **No more excuses (10:22):** Mark shares his sentiments on using work as a convenient excuse for not making time for your family.
- **Parenting and Leadership (12:47):** On incorporating his work practices into his parenting style.
- **Consistency (15:38):** Mark says consistency and commitment are keys to successfully implement his style of parenting.
- **Empowering your kids (20:12):** The power of giving your children the ability to vote and have their voices heard in the family.
- **Work-Life Integration (22:59):** Mark on integrating the disciplines at work to their home and exposing his kids to his world as an entrepreneur.
- **Beauty of a Mentor (25:11):** Great mentors let you fail and help pick you up from that failure.
- **Get a mentor (27:49):** Mark on the value of getting a mentor especially now when more people are lending their hands to help.
- **Exponential Impact Formula (34:05):** (1) Get the right mentor, (2) Become the mentor's best student, and (3) Teach what you've learned to somebody else.

Tell me about a time when you failed.

- **(36:44):** How Mark's success in business gave him so much confidence to the point that he stopped consulting with his mentors—which eventually landed him on the verge of losing it all.
- **How to find a mentor? (41:43):** Find the courage to be vulnerable and ready yourself to seek help from a mentor. Eventually, your mentor will find their way to you.

List of Resources Mentioned in the Episode

[DISC Personality Test](#)

Mark Timm and Kevin Harrington's ["Mentor to Millions: Secrets of Success in Business, Relationships, and Beyond"](#)

[KevinMentor.com](#)

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