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Dependence – The Key to Success!

By Gail Hornback

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Whether you are just getting started doing business on the Internet, or are a seasoned professional, there is one aspect of Internet Business that will always stay at the top of the "Essential Skills" list!

Dependence!!!

Let me show you how.

First of all, even if you ARE considered a pro in this industry, you'd better not get too comfortable with that title. The internet is growing and changing so quickly, that what you are an expert at today, may present you with a lot to learn tomorrow! So, essentially, newbies and old pros are sharing a level playing field. There will always be opportunity to learn something new.

The best way to go about learning is to depend on those who are ahead of you!!! Depend on a mentor! And, that works both ways! YOU will NEED to be willing to BE depended on AS a mentor also!

I know, you're already telling me how busy you are, and how in the world would you find time to be at someone's beck and call? The truth is:

***Time spent mentoring will be the most valuable business investment you will ever make! ***

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I have had the great fortune of being mentored through the maze of internet business by my good friend Michael Smith. Notice that I said, "Good Friend". That has been the by-product of the mentoring! And a valuable one to boot! It was he who contacted me with a suggestion for my site. I took him up on the suggestion, and his willingness to give help whenever I needed it was thrown in with the deal! What has become of my business (and his!) since then is incredible!

We now share a joint venture at YMTC (<http://www.coyote-art.com>) I know Mike would agree – it has been a win-win situation.

We are now dependent on each other in various ways. There have been business benefits for both of us.

One word of caution: A successful mentoring situation depends almost **TOTALLY** on honesty and integrity, As a mentor, you must develop a sense of trust between you and your mentoree. You **MIGHT** be able to do this on false pretenses and selfish motives for a short time. But it will come back to haunt you.

>From the standpoint of the "mentoree", you must be careful, also. Make **SURE** you have enough information about the person who is teaching you to feel totally comfortable with what they are offering. Don't go into something lightly. If they are shooting straight with you, they won't have any problem with you checking out their credentials.

It is obvious how working with a mentor can be a benefit for the one doing the learning. So, what are the benefits for the mentor? Simple. **MORE BUSINESS.**

You're thinking this contradicts with the earlier statement about unselfish motives??? Not at all.

As the two of you develop a relationship of trust and loyalty, it goes without saying that the person you are teaching will take an interest in whatever products or services you offer – **IF** it is something that will benefit his or her own business. That is where the integrity comes in for the mentor.

Do **NOT** go into a mentoring situation with the goal of cramming everything you sell down the throat of your student. In fact,

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you'll probably lose your student if you do. MOST people are smart enough to see through even the most carefully woven sales pitch. Keep your student's best interest at heart above all things, and the benefits to both of you will flow naturally. As your student learns, he, too will have valuable resources to offer you and your business.

The absolute best attitude to take on as you go into a mentoring situation is to be ready to give, with NO strings attached. That is an age-old truth that ALWAYS brings blessings to the giver.

So, once again, whether you are a newbie or an expert, you can benefit greatly from a mentoring situation. If you need a mentor, and don't know where to start looking, please feel free to contact Mike or me. We are both at different stages in the "Internet Learning Process", and both have different skills to offer. We do have one important thing in common, though. We are both more than

willing to help you at whatever stage you are at! You will be a mentor yourself in no time!!! (Our addresses are listed below!)

Learn more about the *NEW* Team Mentor by sending a blank email to MentorInfo@sendfree.com

Happy Mentoring!

Gail

Gail Hornback Your Marketing Team Center (YMTC) <http://www.coyote-art.com> is the joint venture of Gail Hornback and Michael Smith. You may contact Gail or Mike at the following addresses for further information. gail@webworksathome.com mike@makemoneyhowto.com

The U.S. Dependence on Foreign Oil

By Andrea Susan Glass

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In late 2004, the Hudson Institute conducted a survey with the following results:

75% of Americans prioritized "reducing our reliance on foreign oil" over "cheaper prices for oil and gas."

83% of Americans agreed that "reducing our dependence on foreign oil must be a top priority for the next administration."

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91% of Americans concurred that "when it comes to energy, we need an America that relies on its own ingenuity and innovation—not the Saudi royal family."

How much oil we depend on from foreign sources affects our economy and our national security. Today, we import more than half of the oil we use, and it will increase as we use up domestic resources. The majority (65% to 75%) of the world's oil reserves are in the Middle East and are controlled by the OPEC oil cartel. The U.S. depends on oil for most of its transportation needs—up to 95%. Until alternative energy vehicles start becoming more commonplace, our dependence on foreign oil will only grow.

In the past, dependence on oil has cost our economy dearly. Oil price shocks and manipulation by OPEC between 1979 to 2000 cost the U.S. around \$7 trillion, nearly as much as was spent on national defense over the same period and more than the interest payments on the U.S. national debt. An economic recession resulted from each major price shock, so with increasing dependence on OPEC oil, continued price shocks will continue to cost the U.S. economy.

In late 2004, oil prices charged toward \$50 a barrel as hurricanes slowed petroleum output from the Gulf of Mexico and rebels threatened Nigerian oil facilities. Not only did that create a surge in gas prices at the pump, but increased the dependence of the U.S. on oil from the middle East. "Higher oil prices could trigger a global recession," according to Purnomo Yusgiantoro, President of OPEC. Analysts reported surging demands from a booming Chinese economy as the cause of putting global demand only slightly below global supply. Most OPEC nations are already producing at full capacities.

All the oil beneath the surface of the earth formed in more than 200 million years, yet in 200 years half of it has been consumed. At that rate, remaining oil resources would be depleted in 40 years. We would still have other fossil fuels like coal, shale oil, tar sands and natural gas. Currently, many of these energy resources are too costly to use, and their conversion to transportation fuels for use in alternative energy vehicles would produce harm to the environment. Investigation is ongoing to find new fuels to develop economically and without environmental damage.

Ultimately, the solution to our dependence on oil lies in our technological progress in developing alternative energy vehicles that are more environmentally friendly and use energy more efficiently. Research continues to find or create new energy sources to replace petroleum cleanly and inexpensively. As people embrace hybrid cars and other alternative fuel vehicles by asking for and purchasing them, automakers will be encouraged to produce more energy efficient, clean cars and to continue their technical advancements.

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Andrea Susan Glass, founder of WritersWay and All About Hybrid Cars, helps clients reach their writing and marketing goals with effective articles, press releases, newsletters, Web site copy, eBooks and books. An award-winning author for "Street Smart Secrets to Auto Care You Can Trust," she has

written books, eBooks and articles on subjects ranging from animals and auto repair to singles and spirituality.



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