



# 3 Minute Mentor

Episode 20 Show Notes

## Episode 20: Asking the CEO for help

What (and how) should one ask executive management to help you with your job?

### What you can ask for?

- There is a view that you should always ask for something, that's not true
- Best thing to ask for is their insight on key issues affecting your ability to execute
- Support on driving key programs you maybe getting resistance for
- Best question is always "what can I be doing to make myself more effective"
- Whatever you ask for – try and keep it in context of what the CEO's key priorities are

### What should you not ask for/do?

- The most frustrating thing to ask is for things that are already under your control (like budget)
- Don't ask for them to take sides against your colleagues or other senior managers
- Don't ask them to talk about things you know they shouldn't, like mergers or acquisitions
- You can 'vent', but signal you are just venting and you don't want them to do anything about it

### How should you maintain the review process?

- If the CEO is not your boss then I would ask if they would mind a regular review
  - Focus this more on mentoring than management.
  - Do not forget to check with your boss first
- Keep focused on milestones and dates – prove you execute and deliver on commitments
- Make sure they know that you are on their side and committed to helping them win

### Bottom Line:

This is a great opportunity to show you are on the team and can help execute the strategy; use it wisely or you will lose the chance.

