

CONVERSATION AND THOUGHT PROMPTERS IN YOUR MENTORING RELATIONSHIP

Starting the Relationship

PERSONAL & PROFESSIONAL DEVELOPMENT	BUSINESS DEVELOPMENT	MENTORING RELATIONSHIP
<ul style="list-style-type: none"> • What is your definition of success? • What do you value? • How do you learn best? • What is your communication style? • How do you deal with setbacks? • Why are you starting this business? • What's in it for you? • How do you hope to grow through starting a business? • How does your business future align with your 	<ul style="list-style-type: none"> • What is your vision for your business? • What is the key benefit of your product/service offering? • What is the legal structure of your business? • What are your expectations for your business? • Which milestones do you have planned? • What is your 30-second elevator pitch? • When do you expect to be self-sustaining? • What is your current cash 	<ul style="list-style-type: none"> • What are your expectations for the mentoring relationship? • Think of someone with whom you have worked extremely well. What factors contributed to this successful working relationship? • What type of support (i.e. sales & marketing, accounting, networking, business review of current activities) could I offer that would be most valuable to you in the next three

<p>personal/life goals?</p> <ul style="list-style-type: none"> • What keeps you up at night? • What are your coping mechanisms for dealing with stress? 	<p>flow?</p> <ul style="list-style-type: none"> • Do you have any strategic partners or collaborators? • What are your back-up plans? 	<p>months? In the next 6 months? In the next year?</p>
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Early in the Relationship

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<ul style="list-style-type: none"> • How well and regularly are you sleeping, eating and exercising? • Describe your current support system. • How frequently do you get away from your business? • What professional development opportunities have you engaged in recently? • On a scale from 1 to 10, rate your current stress level. 	<ul style="list-style-type: none"> • What recent successes have you had? • What challenges are you experiencing? • Could you benefit from a referral to someone in my network? • What is your current cash flow? • How have you progressed on action items you established at our last meeting? 	<ul style="list-style-type: none"> • From 1 to 10, 1 being little value/5 being tons of value, rate the value of this mentoring meeting. • What else can I do to support you as your mentor? • In reassessing your goals, are there any that are no longer relevant? Are there any new goals?

Relationship Mid-Point

PERSONAL & PROFESSIONAL DEVELOPMENT	BUSINESS DEVELOPMENT	MENTORING RELATIONSHIP
<ul style="list-style-type: none"> • What challenges have you had? • How much time are you spending on tasks versus pro-active activities? • How can you be more efficient in accomplishing tasks? • How have your family relationships been impacted by your business? • List some of your personal and professional successes since the start of our mentoring. 	<ul style="list-style-type: none"> • What is your 12-month financial review telling you? • What are your human resources challenges? • What trends are you noticing in your industry? • How can we turn current barriers into opportunities? • What is your exit plan? 	<ul style="list-style-type: none"> • What else can I do to support you? • Which contacts or resources I have connected you with have been most valuable? • What has been working well in our mentoring relationship? • What can be improved upon?

Closing out the Relationship

PERSONAL & PROFESSIONAL DEVELOPMENT	BUSINESS DEVELOPMENT	MENTORING RELATIONSHIP
<ul style="list-style-type: none"> • What have you learned about yourself through the experience of launching your own business? • In which areas have you gained greater confidence and competency? • In which areas do you feel you would like to further develop? • How do you plan to be supported moving forward? 	<ul style="list-style-type: none"> • How has your product/service offering evolved over time? • Having gone through this experience, how might you approach things differently going forward? • Where do you see your business in the next 2 years? 5 years? • What are your succession plans? 	<ul style="list-style-type: none"> • How would you rate our mentoring experience on a scale of 1 to 10 (1 being awful/10 being awesome)? • What, if anything, could I have done to create greater value in this mentoring relationship? • Does your reality now match your expectations from the beginning of the mentoring relationship? • Our Futurpreneur Canada mentoring relationship is coming to a close. Would you like to stay connected? If so, how would you like to move forward?