

# CONVERSATION AND THOUGHT PROMPTERS IN YOUR MENTORING RELATIONSHIP

## Starting the Relationship

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

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

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

## Relationship Mid-Point

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

## Closing out the Relationship

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