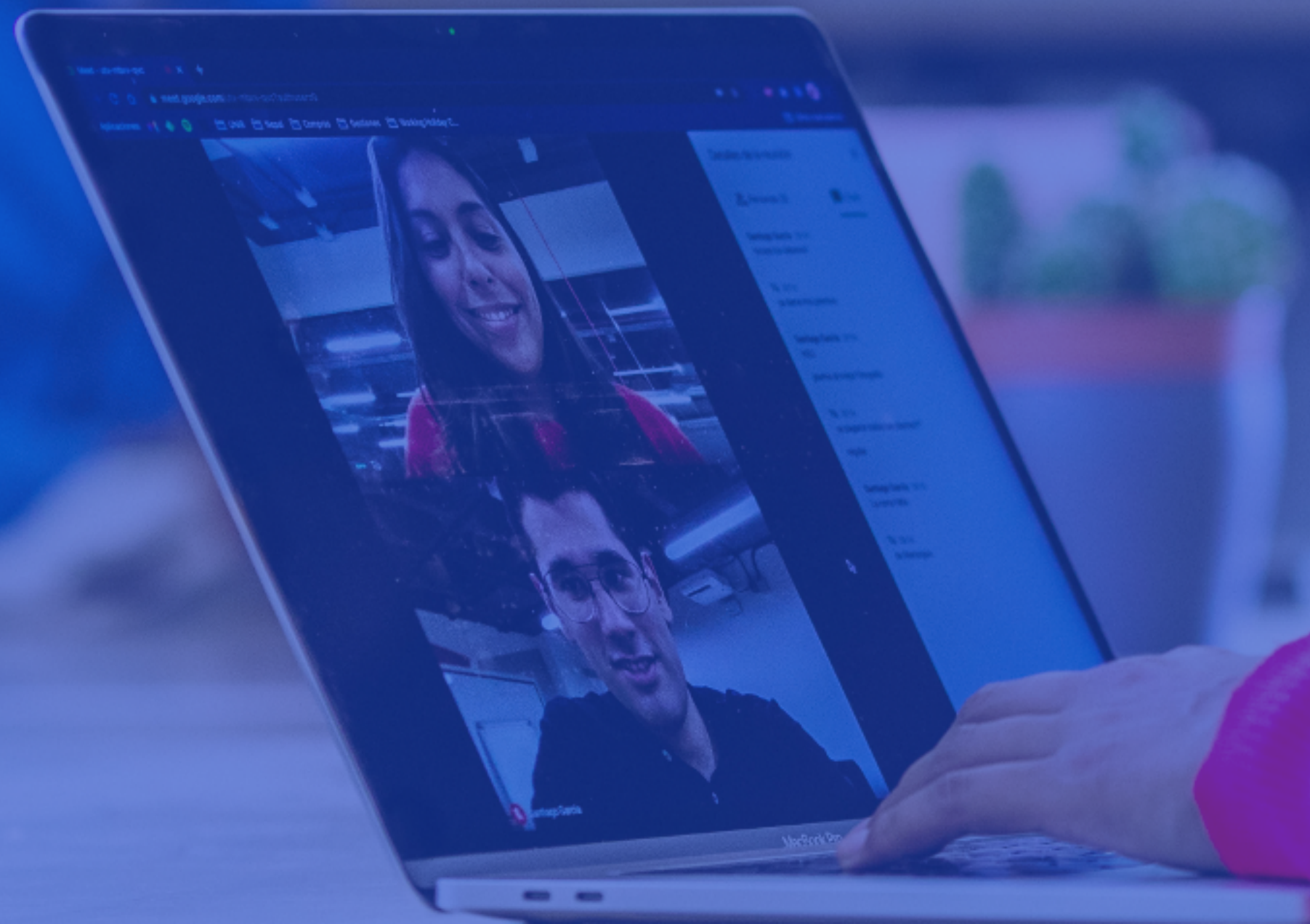


Mentors' Onboarding

How-to Meeting with Entrepreneurs



BridgeforBillions
connecting growth

Congratulations, you've been matched with an entrepreneur!



You're about to have your first meeting as mentor/mentee and begin the mentorship journey. If you're a little unsure of how to begin, check out this guide for some ideas on how to get your mentorship off on the right foot.



Set expectations for mentorship upfront

You're here to support the entrepreneur. As a sounding board for their ideas, you'll ask questions to stress test their assumptions and challenge their model, help them to ideate and brainstorm their way past roadblocks, and provide your expertise where necessary.

Let them know that you're here to support them, and that the feedback you'll provide comes from wanting their venture to be in the best position possible for success. If the entrepreneur knows it's your role to challenge them to make their business as strong as it can possibly be, they will be more open to constructive criticism.

Schedule your recurring meetings right away

It's best to set up a cadence for your weekly meetings from the beginning; you can update them as needed as you go along, but it's a great way to get into a mentoring rhythm.



Align on working styles

Building off of your introductory meeting, develop a plan for how you want to work together. What should the general format of your weekly meeting be? Asking them to come prepared to each meeting with their 3 biggest challenges from the week can be a great way to jumpstart the conversation and get into the meat of the work.



Ask yourself

- Is there any information you want them to provide you ahead of each meeting to make the most of your shared time?
- It's also a good idea to align on how you'll work together outside of your scheduled meetings.
- Do you prefer to stay in contact via email or WhatsApp message?
- How frequently do you want to communicate this way?
- Should the entrepreneur feel comfortable reaching out with smaller queries throughout the week?

Build a rapport to build trust

Don't forget your personal relationship with your entrepreneur! Building a business from scratch can be a difficult and lonely challenge; don't underestimate the value of the emotional support you can bring to your entrepreneur as well.

Take a few minutes each meeting to see how they're doing. This also helps to build trust so that when you give feedback that may be hard to hear, the entrepreneur knows that it's only because you want them to succeed.



Know your limits

Worried that you don't know everything there is to know about marketing, and financial projections, and stakeholder analysis? Don't be! Remember, your job isn't to have all the answers for your entrepreneur, your job is to help them think critically and examine their ideas from a new lens.

Ask questions, brainstorm ideas together, and be honest about what you don't know so you both can learn together. If it's helpful for a specific problem, connect the entrepreneur to someone in your network who can provide more detailed expertise when needed. Don't forget that the Bridge team is always here to help if you get stuck, so don't be afraid to reach out to us as well!



Any questions? Email us anytime
info@bridgeforbillions.org

