

“Gear Up!,”

with our Mentoring Programme

With the increased rollout of Personalisation in the present financial climate, there is now an even greater need for organisations to work smarter and deliver outcomes with reduced resources.

There is a danger that some organisations may not recognise the need to look at their structures, nor the importance of the implementation of self-directed support.

As a result of government cuts many agencies offering free or subsidised business mentoring, especially in the social enterprise and social care sector have been abolished or will be by the end of 2011.

self direct is able to work with local authorities and provider organisations to help them look at what they may need to change in these often challenging times, **bringing many years of experience** and expertise in the area of social and healthcare and business models.

self direct is now in a position to offer a comprehensive business mentoring service to organisations which recognise the need to change but may need some support and guidance as to how to achieve this.

self direct's mentoring service offers you direct one to one business mentoring including telephone and e-mail support for an agreed period. Additionally, if you become a member of **self direct**, your organisation has the opportunity to carry out its own Self Assessment to help identify the areas you feel you need the most support.

How we work

A **self direct** Mentor will work with you to identify the key areas you want to develop. This would typically be around:

- Innovative business development
- Customer satisfaction and retention
- Marketing
- Organisational roles and responsibilities
- Staff recruitment and retention
- Business planning
- Financial systems
- Human resources
- Governance

We will support you to draw up an action plan which will identify where your organisation is heading along with realistic timescales.



All sessions are confidential and the decision on what information to share with colleagues rests solely with the mentee.

Our Mentors are skilled business professionals with social care, health care and social enterprise experience. They are skilled in project planning, in starting up and running social enterprises and will be open and honest with you at all times. The **self direct** team also consists of **experts who have personal experience of using services**, of Self Directed Support and of using Personal /Individual Budgets. You will have all of this expertise to draw on during your mentoring programme.

The Mentoring Programme

Step 1. You will receive a visit to make an initial assessment of business development need from our SFEDI accredited assessor (SFEDI is the government-recognised, not-for-profit standards setting body for both Business Enterprise and Business Support).

The initial visit cost is £50 plus VAT, however if you decide to buy into our mentoring programme at this stage, this initial assessment visit is free.

Step 2. You agree to buy the mentoring programme and the mentor you have been matched with will hold an introductory meeting with you to establish and agree the aims and desired outcomes of the programme.

Step 3. You and your mentor will meet for 6 half days over approximately a 6 month period. During this time you will also have email and telephone support from your mentor.

Step 4. During and on completion of the mentoring programme you will develop and work to your agreed action plan to achieve your organisation's needs.

Meeting times will be agreed at the commencement of the programme and will be flexible to suit you, the mentee. Although mentees will be individuals,

we are happy to offer to work with small teams on specific issues in addition to the mentoring programme.

What will this cost?

£2,000 plus VAT, plus reasonable travel expenses

Payment terms can be agreed over the period of the mentoring programme if desired

The programme will be tailored to your needs and will be clearly set out before the programme begins.

Why choose our Mentoring Programme? Here's what people who have already been mentored by us have to say...

“ I was lucky enough to be granted a mentor through Business Link, who introduced me to Keith Wyatt in mid 2010. Meeting once a month he was an invaluable source of information and support to me, a “social” entrepreneur. He helped with all aspects of business and strategic planning as well as guiding me through funding applications. He provided the drive and momentum needed to complete the necessary paperwork. I'd highly recommend Keith. ”

Alison Lowndes
Founder Trustee
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