



The MentorsWork business support programme is designed to provide business owner-managers and leaders with the skills and supports to sustain and improve their business.

MentorsWork is brought to you by SFA in partnership with Skillnet Ireland, Ibec, SBCI and Microfinance Ireland



MentorsWork is an enterprise initiative of SFA, funded by Skillnet Ireland. Skillnet Ireland is funded from the National Training Fund through the Department of Further and Higher Education, Research, Innovation and Science.



An Roinn Breisoideachais agus Ardoideachais,
Taighde, Nuálaíochta agus Eolaíochta
Department of Further and Higher Education,
Research, Innovation and Science



MentorsWork Programme

Presented by Denise Lord

SFA Skillnet

Thursday 15th April

MentorsWork

Programme Overview

- ✓ MentorsWork is a flexible programme designed to provide the skills and supports that Small Business Owner-Managers need to improve and grow their business
 - ✓ The programme is fully subsidised and offers integrated learning supports across four key pillars; People, Finance and Growth, Digitalisation and Automation and Business Processes
 - ✓ The programme connects Business Owner-Managers with dedicated expert Business Mentors to address specific issues on a one-to-one basis
-

Business Pillars

MentorsWork is built around four Business Pillars:



People

People are at the heart of the success and productivity of any business. Development of people-leadership and management skills is critical to ongoing and future success.



Finance & Growth

The starting point of any business is having a product/service that others need or want. The ability to develop a strategy to monetise and optimise this determines if a business is commercially viable.



Digital and Automation

Determining what digitalisation of your business means to you, and the role that this plays in the overall productivity of your business, is crucial to enabling adaptability and longevity.



Business processes

Key to the productivity of any organisation is the quality and efficiency of its business processes, which enable owners and staff to work effectively, minimising waste and enabling scalability.



✓ MentorsWork: The Programme

MentorsWork is a free, structured 12-week business-support programme, comprising of an integrated approach of mentoring and targeted learning opportunities. Developed in partnership with industry experts to boost SME productivity.

The programme includes:

- ✓ In-depth Online Competency Assessment
 - ✓ One-to-One Mentoring Sessions
 - ✓ Unlimited access to Peer-Focused Workshops
 - ✓ Unlimited access to Expert-Led Masterclasses
 - ✓ Multiple Licenses to a Curated Online Learning Platform
 - ✓ Support developing a Strategic Business Improvement Plan
-

✓ Masterclasses & Workshops

Learn best-practices from Business Experts

- ✓ Masterclasses & Workshops are online sessions led by experts and thought-leaders
 - ✓ Each Masterclass & Workshop will bring industry best practice insights as well as practical advice and guidance to help SMEs improve business
 - ✓ SMEs may select as many Masterclasses & Workshops as they wish, in areas of interest throughout their MentorsWork journey
-

✓ Masterclasses & Workshops

People Pillar

- ✓ SME Talent Leadership in a Covid World
- ✓ Working from anywhere: Effective virtual leadership

Finance & Growth Pillar

- ✓ Achieve the Sales Results – Accelerate your Growth
 - ✓ Drive your Finances – Understanding your Financial Drivers
-

✓ Masterclasses & Workshops

Business Processes Pillar

- ✓ Using Best Practice Standards can Add Value to your Business
- ✓ Maximise your Profits – Optimise your Processes

Digitalisation & Automation Pillar

- ✓ How to Win New Customers in an All-Digital World
 - ✓ Digital Tools to Grow Your Business Online in 3 Months
-

✓ Mentoring

One-to-One Mentoring Sessions

- ✓ Provide bespoke guidance, advice and Mentorship for the business
 - ✓ Helps to review the Competence Assessment Results and create actionable insights
 - ✓ Work with SME to create a bespoke Business Improvement plan to guide the business through the next six-months
 - ✓ Helps SME's to select relevant and beneficial Masterclasses & Workshops from a range of options grouped under the four thematic pillars
-

✓ Curated Learning Platform

Multiple Licenses to a Curated Online Learning Platform

- ✓ 3 online learning licenses to the Percipio Intelligent Learning Platform - a rich library of on-demand videos, books, audio books and courses
 - ✓ To help SME's navigate relevant content, we have built custom channels mapped to the four thematic areas
 - ✓ Unlimited access to the library of training resources for the entire duration of the programme
-

✓ **Competence Assessment: Full Programme**

An online Competence Assessment to identify strengths and development opportunities to drive SME productivity

- ✓ Online assessment in a facilitated environment within MentorsWork
 - ✓ Self-rating statements across the 4 Business Pillars
 - ✓ Bespoke Report detailing strengths and development opportunities
 - ✓ Opportunity to review and discuss Report with the mentor
 - ✓ Opportunity to re-take the Competence Assessment after 6 months
-

✓ Competence Assessment: Freemium

Free 'trial' version of the Competence Assessment available on mentorswork.ie

- ✓ Limited to 4 x competencies in the Finance & Growth pillar
 - ✓ 24 x questions in total (Financial literacy, Financial analysis and understanding risk, Winning and competing for new business, Marketing your business)
 - ✓ Summary report provided with invitation to apply for MentorsWork and complete full assessment
-

✓ How To Apply?

- ✓ Developed in partnership with industry experts to boost SME productivity, the programme is available free of charge to SME Owner-Managers operating across all sectors in Ireland
 - ✓ **Private sector businesses based in Ireland with between 5 and 250 employees are eligible to participate in MentorsWork**
 - ✓ Further details on the MentorsWork programme and the Eligibility Criteria or to Apply, visit www.mentorswork.ie
-

MENTORS work

MentorsWork is brought to you by SFA in partnership with Skillnet Ireland, Ibec, SBCI and Microfinance Ireland



MentorsWork is an enterprise initiative of SFA, funded by Skillnet Ireland. Skillnet Ireland is funded from the National Training Fund through the Department of Further and Higher Education, Research, Innovation and Science.



An Roinn Breisoideachais agus Ardoideachais,
Taighde, Nuálaíochta agus Eolaíochta
Department of Further and Higher Education,
Research, Innovation and Science

