

# Lunch + Learn



## The Benefits of Business Mentoring

Chris Dunn  
Friday 21st Apr 2023

Connect with me on [enterprisenation.com](https://www.enterprisenation.com) today



# Lunch + Learn

## I'm Chris and I'm a Mentor...



UNIVERSITY OF  
CAMBRIDGE  
Judge Business School

CVP mentors



Chris Dunn

Business Development Consultant

[Visit Chris's website](#)

Chris Dunn

Email

[cd@chrisdunnconsulting.co.uk](mailto:cd@chrisdunnconsulting.co.uk)

Website

[www.chrisdunnconsulting.co.uk/](http://www.chrisdunnconsulting.co.uk/)

Specialism

High Performance Mindset, Growth, Sales, Business strategy & planning

Region

South, Central

Biography

I'm an independent business consultant, executive coach, and business mentor with over 35 years of experience in both B2B and B2C markets. I work with business owners, CEOs, and senior managers to help them to manage change and achieve profitable revenue growth.

LinkedIn Address

<https://www.linkedin.com/in/chrisdunnuk/>



HELP TO GROW  
MANAGEMENT COURSE



## What Is Mentoring?



*“An ongoing relationship of trust between a more experienced and a less experienced person that facilitates the personal and professional growth of the mentee through the provision of advice and guidance drawn from the direct personal and professional experience of the mentor”*

# Lunch

# + Learn

## The Value of Having a Mentor



# Lunch + Learn



## How A Mentor Helps You Grow



## Mentoring Matters

According to Enterprise Nation's Mentoring Matters Report 76% of SME leaders on the Help to Grow Programme said that mentoring is important for their business growth

The report cites the following as key benefits of business mentoring:

- ✓ Having a 'sounding board'
- ✓ Problem-solving support
- ✓ Accessing business contacts
- ✓ Being critically challenged
- ✓ Developing focused goals
- ✓ Being held to account
- ✓ Decision-making support
- ✓ Help with strategic thinking

## How To Find A Mentor



The mentoring sector is largely unregulated. Not all mentors are equally qualified or experienced. So where do you go to find a mentor?

**HELP TO GROW**  
MANAGEMENT COURSE



Join the [Help to Grow Programme](#) through Enterprise Nation. The Help to Grow Programme includes **10** hours of mentoring with mentors who have been specially trained by the ABM.



If you don't want to join Help to Grow, head over to the [Find a Mentor](#) section of the Association of Business Mentors Website.



Also, check that your chosen mentor complies with the EMCC code of practice.



# Lunch + Learn

## Top Tips

- 1 Make sure you choose a qualified mentor.
- 2 Have a 'chemistry call' before starting to make sure your mentor 'gets you and your business'.
- 3 Agree a goal and a structure for your mentoring. **GROW** is good. Other methods work as well.
- 4 You get out what you put in. So, be prepared to take action. Mentoring is more than conversation!
- 5 Share the love by becoming a mentor yourself.





# Lunch + Learn



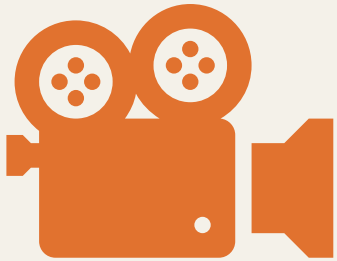
## Questions?



# Lunch + Learn



## Watch the Webinar



<https://www.enterprisenation.com/learn-something/lunch-and-learn-mentoring-grow-business/>

**Lunch**  
**+ Learn**



## Contact Me

**Chris Dunn**

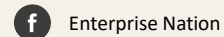
**Tel: +44(0)1487 843599**

**Mob: +44(0)7927 638711**

**Email: [cd@chrisdunnconsulting.co.uk](mailto:cd@chrisdunnconsulting.co.uk)**

**Web: <https://www.chrisdunnconsulting.co.uk>**

**LinkedIn: <https://uk.linkedin.com/in/chrisdunnuk>**



Enterprise Nation



e\_nation



e\_nation