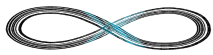


Infinite Selling Bonus Tool

MENTOR Cheat Sheet





The MENTOR model is an alternative framework for Sellers and Leaders that focuses more on the art of being a Mentor as opposed to being a coach.

M

M - Establish Mutual Expectations:

Start by clarifying and aligning expectations with your mentee. Discuss the goals, objectives, and boundaries of the mentoring relationship. This sets the foundation for a productive and meaningful mentoring journey.

E

E - Engage and Encourage:

Create a supportive and open environment for your mentee. Listen actively, show empathy, and provide encouragement. Help them identify their strengths, passions, and areas for growth. Be a positive cheerleader, offering words of motivation and inspiration.

N

N - Navigate and Nurture:

Guide your mentee through their journey by providing direction and insights. Share your knowledge, experiences, and lessons learned. Help them navigate challenges, make informed decisions, and set realistic goals. Nurture their growth by offering constructive feedback and gentle guidance.

T

T - Transfer Knowledge and Skills:

Share your expertise, wisdom, and industry-specific knowledge. Provide resources, articles, or books that can help your mentee broaden their understanding. Offer practical advice and tools to develop specific skills. Transfer your knowledge to empower them on their path.

O

O - Open Doors and Opportunities:

As a mentor, you can open doors and create opportunities for your mentee. Introduce them to your network, connect them with relevant contacts, or recommend them for projects or positions. Help expand their horizons and expose them to new possibilities.

R

R - Reflect and Review:

Encourage regular reflection and review sessions with your mentee. Take time to assess progress, discuss challenges, and celebrate successes. Provide constructive feedback and help them identify areas for improvement. Reflect on the mentorship journey together and adjust as needed.

Thank You

We hope you enjoyed using this tool and got some great value from it. These tools are just some of the amazing resources that Mentor Group have that help organisation across the globe transform their Revenue.

If you would like to learn more about what Mentor Group can do for your organisation and revenue, please do drop us a line at hello@mentorgroup.co.uk or visit www.mentorgroup.co.uk

About Us

Mentor Group is a Revenue Transformation company redefining the profession of selling through a relentless passion for mutual success. We work with some of the best-known organisations in the world helping them achieve their Revenue goals.

With a team of highly skilled and experienced consultants and deliverers, we operate in 68 countries and in 30 languages.



Copyright © 2023 Mentor Holdings Limited

All rights reserved. No portion of this book may be reproduced mechanically, electronically, or by any other means, including photocopying, without permission of the publisher or author except in the case of brief quotations embodied in critical articles and reviews. It is illegal to copy this book, post it to a website, or distribute it by any other means without permission from the publisher or author.

Limits of Liability and Disclaimer of Warranty

The author shall not be liable for your misuse of the enclosed material. This tool is strictly for informational and educational purposes only.

Warning – Disclaimer

The purpose of this tool is to educate and support. The authors do not guarantee that anyone following these techniques, suggestions, tips, ideas, or strategies will become successful. The author shall have neither liability nor responsibility to anyone with respect to any loss or damage caused, or alleged to be caused, directly or indirectly by the information contained in this tool.