



FASTFORWARD

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## **New North, Inc. Fast Forward 3.0 Entrepreneur FAQ**

### **1. Might there be a conflict of interest or a competitive overlap between my company and the appointed mentor?**

The NNSBE Fast Forward 3.0 committee takes care in the matching process to avoid potential conflicts. Prior to the matching process you and your Fast Forward 1.0 mentor are asked to complete a confidentiality agreement. In addition, we have a protocol developed if a conflict of interest develops.

### **2. What if I feel the relationship is not developing as it should?**

The members of the NNSBE Fast Forward 3.0 committee understand the importance of getting the Mentor/Entrepreneur match correct. We assess each entrepreneur, their business challenge and opportunities and the skill sets and unique strengths of the mentors. When a match is created a meeting is arranged between the Fast Forward Mentor (s) and a potential Entrepreneur in order for both parties to establish suitability. If however, there is no meeting of minds after two formal mentoring sessions, the NNSBE Fast Forward 3.0 committee will reassess and rematch.

### **3. How much does the Fast Forward 3.0 mentoring service cost?**

At this time this service is offered at no cost to you.

### **4. How long will the mentoring relationship last?**

For a Fast Forward 3.0 mentoring relationship to have a positive impact a commitment of at least three months is required.

### **5. What if the relationship does not work out?**

If the relationship does not work out the NNSBE committee will have the opportunity to rematch.



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## **6. How much time can a Fast Forward 3.0 mentor give me?**

The minimum requirement is one meeting per month for a couple of hours to half a day. Beyond that requirement there is flexibility. Early in the relationship there may be more frequent meetings and discussions or as circumstance develop you may need your Fast Forward 3.0 mentor to meet more frequently during a particular issue. The amount of time your Fast Forward mentor will spend with you will be discussed and agreed as required.

## **7. Will I get a Fast Forward 3.0 mentor from a similar background to myself?**

The NNSBE Fast Forward 3.0 Committee will match you with a Fast Forward 3.0 mentor who has the skills and experience to meet your specific requirements. The Fast Forward 3.0 mentor may have a similar background, but will also have additional skills and experience to compliment you and help you develop.

In many circumstances your Fast Forward 3.0 mentor will have specific industry knowledge, which is critical. However you will also require the benefit of broad business experience. In most cases what is required is the Fast Forward mentor's broad business knowledge and experience, which can be applied to your business.

## **8. Can I be assured that the exchange of information will remain confidential?**

The exchange of information is protected by confidentiality agreements between New North, Inc. and the Fast Forward 3.0 mentor, and also between New North, Inc. and the mentee, to protect all parties involved and all information discussed.

## **9. What issues am I likely to cover with my Fast Forward 3.0 mentor?**

You should cover any current issues that you have and any issues arising from previous mentoring sessions. The Fast Forward 3.0 mentor and you will decide on what you wish to cover and set up your session in an ordered, yet flexible fashion. You may cover strategy, customer and competitive issues, organizational and people issues, operational challenges and financial areas. You may work on a growth plan or a business plan or any specific areas of concern or opportunity. You may simply brain storm an issue. Your Fast Forward 3.0 mentor will bring a wide variety of experience and techniques to assist in the process.