

All Small Mentor-Protege Program

What to include in your Mentor-Protege Agreement

Identify:

The developmental areas your mentor will assist you with. Write a timeline and success measurement factors for each developmental area. Link assistance to your business plan goals and objectives.

Developmental areas your mentor can help you with:

- management and technical assistance for internal business management systems
- financial assistance in the form of equity investments and/or loans
- contracting process, capabilities, acquisitions and contract performance
- international trade education, such as learning how to export, develop international trade plans and identify new foreign markets
- strategizing and finding contracting and partnership opportunities
- administrative assistance with bonding, processes and support

Provide:

Contact info of a rep within the mentor's business responsible for managing and implementing the agreement.

A statement saying that either you or your mentor can terminate the agreement after giving a 30-day notice to the other party and the SBA.

Affirm:

Your mentor will provide the agreed-upon assistance for at least a year.

Any changes to this agreement must be made in writing, approved in advance by the SBA, and signed by both parties.



The U.S. Small Business Administration's **All Small Mentor-Protege Program** encourages small businesses to partner with a more experienced firm for mentorship. At the same time you're gaining invaluable direction and experience, you and your mentor can compete for government contracts, further growing your business.

How to find a mentor

Visit your local SBA office, [sba.gov/tools/local-assistance](https://www.sba.gov/tools/local-assistance), for guidance. Ask about the Procurement Technical Assistance Program and the SBA's Resource Partners.

Need help?

Visit [sba.gov/allsmallmpp](https://www.sba.gov/allsmallmpp) or email AllSmallMPP@sba.gov.

After your Mentor-Protege Agreement is approved by the SBA, it is good for three years and could be extended for an additional three years provided you have received the agreed-upon assistance.



All SBA programs and services are extended to the public on a nondiscriminatory basis.