

SBMS programs

SBMS offers a range of programs for businesses that want to improve and grow. The programs are flexible and are suitable for both established businesses and start-ups.

By going to the SBMS website www.sbms.org.au and clicking on the start button, businesses can answer a few short questions to be guided to the program that best meets their needs. The programs cover areas such as finance, marketing and planning as well as specialist areas.

Our most successful programs involve 4 sessions. However you may choose to have as little as a single session, or select from a wide variety of programs that will target different aspects of your business.

What does it cost?

SBMS is a not-for-profit association. The Mentors give their time for free.

The costs below cover administration costs and Mentors' out-of-pocket expenses.

These prices include GST.

- 1 session with a mentor \$100
- 2 sessions with a mentor \$190
- 3 sessions with a mentor \$255
- 4 sessions with a mentor \$320
- Additional sessions \$80



Helping YOU
— make YOUR —
Business Better

How does it work?

Every business is different and the Mentor will work with you on your specific needs.

Typically the first session enables the Mentor to learn about your business in detail. In subsequent sessions your Mentor will help you diagnose and prioritise the key matters requiring most attention, look at the financial situation and prepare an initial action plan with you.



How soon can you start?

Payment can be made online, by cheque or direct deposit. Within 48 hours of receiving your payment, your Mentor will contact you to arrange a time to meet. It's as simple as that.

Our flexibility extends to changing Mentors, adding sessions or getting a refund. If your needs change or different areas become a priority, you can change to a Mentor with the specific skill set you need.

SBMS - Experienced Business Mentors, A Division of Small Business Mentoring Service Inc

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Registration Number A0032560Y



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SBMS Mentors are all different. They come from many different industries, cultures, organisations and experiences. It is this difference that allows Mentors to do as they do. Helping businesses become better cannot be done through the reading of a textbook. The assistance of a valued guide who will show the options, listen and understand and seek to help the business operator to look at their business through new eyes, is a critical element of the service we provide.

Who is SBMS?

Experienced Business Mentors

The Mentors are selected for their experience, people skills and their passion for helping businesses succeed. They help you to make your business better by listening, giving clarity and providing you with the knowledge you need.

SBMS offers a range of programs for businesses that want to improve and grow. The programs are flexible and are suitable for both established businesses and start-ups.

The programs cover areas such as finance, marketing and planning as well as specialist areas. Our most successful programs involve working with a Mentor over a program of 4 sessions. However you may choose to have as little as a single session, or select from a wide variety of programs that will target different aspects of your business.

So how can we help you to succeed?

Our mentoring is designed for people considering starting a business, already involved in a small business, or who are established and wish to take the next big step.

To gain the most from this program we recommend four mentoring sessions each of around 1.5 hours duration. This gives the Mentor time to understand your business and its key issues, diagnose and prioritise the key matters requiring more attention, create and then refine action plans to work with you to achieve your goals.

Visit www.sbms.org.au to view mentor profiles.

There are many ways that SBMS Experienced Business Mentors can assist you:

- Help you to work on your business, rather than just in it
- Increase your marketing and business planning skills
- Help you to set objectives and direction
- Improve your motivation and confidence
- Help you to increase sales and profits
- Bring fresh thinking and identification of new opportunities
- Help you to link into other organisations
- Help you to resolve time management issues

All our Mentors have had specific experience of small business whether it is from having run a successful small business themselves or been in a company at a senior level involved with small businesses.

Whilst every business has particular issues, our experience shows that the primary ones facing small businesses today are in the areas of finance, marketing and planning.

Our Mentors cover these challenging areas with experience in banking, accounting, sales, PR, marketing, franchising, retail, exporting and general management to name a few. All have a strong desire to share their knowledge and assist the growth of Victorian businesses.

Business Value

The Mentors at SBMS are all volunteers and give their time for free. This enables the service to be very cost effective. Nowhere else can you get such good value from such a wide range of experienced and caring mentors.

For details on session costs and how to book, visit www.sbms.org.au

Ongoing Support

"SBMS Mentors want you to succeed"



At SBMS we want you to succeed so we offer ongoing support for as long as you need it. This might be an ad hoc meeting to talk through a particular issue or a regular session on a monthly or quarterly basis. We tailor the mentoring to suit your needs, budget and time.

Working together and having support from someone who knows your business is an invaluable tool for long term sustainability.

Make your next move a visit to our web site:

www.sbms.org.au

Just enter the skills or industry background that you are seeking, and you will be on your way to finding a Mentor that matches your business needs.

Our web site has a range of business tools and templates as well as success stories for inspiration, advice sheets and the profiles of all of our Mentors.