



“UP FOR IT!”

CHAMBER MENTORSHIP FOR INTERNATIONAL GROWTH



ARE YOU UP FOR IT(ALY)?

The Italian Chamber of Commerce in Canada West is launching a mentoring program to encourage the exchange of managerial experience on international markets among professionals with Italian roots and entrepreneurs based in Italy.

The program intends to support the international growth of companies in Italy.

We are looking for professionals with qualified international background willing to experience a new challenge as Mentors !



WHAT IS MENTORING

- **A personal, voluntary and confidential relationship between a professional with a significant working experience (Mentor) and an entrepreneur (Mentee).**
- The Mentor, based on its own field of experience, facilitates the professional development of the mentee.
- Values governing the relationship: trust, communication and transparency confidentiality no conflict of interest no commercial business relation and financial interest in the company based on mutual sharing of experience



WHY MENTORING

Mentoring is mainly about sharing of experience.

In the program, the Mentor shares her/his experience, developed in years of international carrier in major companies, with the Mentee, who is motivated to improve his personal business skills in approaching international markets.



IT IS GREAT TO BE A MENTOR! YOU WILL:

- Have access to an international and Italian network of experienced professionals in your field of work and benefit from the exchange of managerial best practice
- Qualify your professional experience, by improving your skills in international business support, with your engagement in a real case study.
- Gain visibility among the Italian business community as a qualified professional in your field of work
- Contribute to the growth of a compelling international business culture among the business community in Italy.
- Share the merits of the international success of companies from your place of origin.



HOW THE PROGRAM WORKS

In a nutshell.

The mentor is an experienced professional with Italian roots/background.

The mentee is a CEO or holds key managerial position in a company based in Italy, interested in the international growth of the company.

Both parties engage in the relationship on a voluntary basis and sign an agreement with ethical guidelines

The Mentoring lasts 8 months, 30 hours min. time commitment.

The relation between mentor and mentee will be handled with **distance communication technologies (e.g. skype).**

The 2017 program features **5 mentors from Western Canada**

Candidates, both mentors and mentee, who will not find a suitable matching in this phase of the program, may choose to be considered for further editions.

TIMING



Before Feb 14: mentors application timeframe

Feb. 16-28 : mentor's candidatures evaluation

March 1-15: mentees application timeframe

March 15-30: mentor-mentee matching process

April[Date TBD]: agreement signature, training delivery, kick off meeting

December 2017: end of the Mentoring program

DEADLINE FOR MENTORSHIP APPLICATION IS FEBRUARY 14TH, 2017

WHO CAN APPLY AS MENTOR

A professional/entrepreneur who meets all the following criteria:

Italian roots or knowledge of the Italian market

Permanently living and working in Canada

At least 10 years of working experience and 3 years of continuous international experience

Holding a managerial position in one of the area of the project

(see following slide)



AREA OF THE PROJECT

- **"UP FOR DIGITAL":** Digital, High Tech, ICT, Media;
- **"UP FOR TECH":** Greentech, Environment, Energy, Biotech/Medical;
- **"UP FOR BUILD"** Infrastructure, Construction, Architecture, Engineering;
- **"UP FOR HOST"** Food/Wine, Tourism and Hospitality;
- **"UP FOR CREATIVITY":** Fashion, Design;

COMMITMENTS AND ETHICAL GUIDELINES

- Mentor and mentee commit to dedicate to the program at least 30 hours of their time (8-month period)
- Both parties commit not to engage in direct business relation during the 8-month mentoring program
- Mentor and mentee guarantee for the absence of conflict of interest in their relation, at the time of start of the program
- The mentee commit to provide to the mentor a truthful, transparent and comprehensive description of the company
- Mentor and mentee commit not to disclose to third parties any sensible information shared in their relation, unless explicitly agreed by the parties. Specific non disclosure clauses may be agreed by the parties
- The mentor does not act as a professional consultant
- Mentor and mentee commit to provide to the Organizer a feedback on the relation on a regular basis.
- Both parties are free to terminate the relation, in case any serious disagreement should occur among the parties.

UP FOR IT?

Download your application to be a mentor at the following link: <http://bit.ly/2jCkHEJ>

And send it to: ilaria@iccbc.com

BY FEBRUARY 14TH, 2017

For more information, contact us at:

The Italian Chamber of Commerce in Canada - West

Tel: 604 682 1410

ilaria@iccbc.com

www.iccbc.com

