



Venture  
Mentoring  
Service

# Outreach Training Program

Helping organizations worldwide establish their own venture mentoring program based on the successful MIT VMS Model.



The MIT Venture Mentoring Service was founded in 2000 to help MIT-affiliated entrepreneurs learn what they need to know to start and sustain a business through hands-on mentoring. Our mission is based on the belief that a fledgling venture is far more likely to thrive when an entrepreneur can draw on the advice and guidance of mentors with proven knowledge and experience — and when such advice is provided by a team of volunteer mentors in a trusted environment.

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*The Institute will continue to serve as one of the most powerful engines of innovation and entrepreneurship in the world. MIT VMS has been and always will be critical to that mission. MIT VMS makes a unique contribution to entrepreneurship at MIT by engaging its large group of highly qualified volunteer mentors to guide aspiring entrepreneurs as they develop the skills to bring their ideas to fruition.*

**DR. L. RAFAEL REIF**  
President  
Massachusetts Institute of Technology

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## The MIT VMS Model

The MIT VMS Model is the cumulative result of careful observation and continuous improvement. The key to its success lies with a unique Team Mentoring methodology; a strict code of ethics to assure objective, conflict-free and confidential advice; best practices for recruiting, training and retaining a community of highly qualified and committed volunteer mentors; a focus on the entrepreneur; and formal operational processes.

We provide the entrepreneur with advice they are unlikely to find elsewhere — not only unbiased and confidential, but also practical and tailored. The Team Mentoring approach, with mentor teams’ diverse backgrounds and experiences, allows for advice that is sound, deep and broad. Finally, the advice is ongoing, evolves with the entrepreneur’s needs, and is effectively delivered in a structured meeting environment.

Over the past 20 years, MIT VMS has proven to build stronger entrepreneurs, drive business formation and growth, and provide measurable value to MIT and the local economy.

### MIT VMS HIGHLIGHTS\*

180

volunteer  
mentors

325+

companies  
launched

\$3.8B

in funding  
raised

51

liquidity  
events

# Disseminating a Successful Model

Mentoring is seen today as a critical ingredient in helping entrepreneurs start and grow successful businesses, but building an effective and sustainable mentoring program is not a trivial task.

Recognized for its leadership and excellence in entrepreneurship mentoring, MIT VMS has made part of its mission the dissemination of our mentoring Model to other institutions. We accomplish that mission by transferring the methodology, concepts and practices underlying the MIT VMS Model through a series of training programs, under a license from MIT.

Over the past 14 years, our experience has shown that the MIT VMS Model can be successfully replicated in different types of organizations (universities, economic development agencies, business incubators and accelerators, and many hybrid models), in different geographies and cultures, in communities of different scales and with different entrepreneurial ecosystems.

Whether your goal is to educate the entrepreneur, accelerate venture growth, increase tech transfer or create jobs in your community, we can help you establish a formal, sustainable and impactful mentoring program to support it.

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*... I consider [MIT VMS] the gold standard in mentoring programs. The mentoring program they were instrumental in setting up and implementing in Manizales-Mas, Colombia, is the best I have seen in practice yet.*

**DAN ISENBERG**

Founding Executive Director  
Babson Entrepreneurship Ecosystem Project

*... MIT VMS, one of the institutions with the greatest specialty in mentoring, certifies the teachings and participates in the program. [...] MIT has turned the art of mentoring into a science with guidelines and a methodology.*

**PERE VICENS**

Mentor  
BARCELONA ACTIVA, Barcelona, Spain

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**OUTREACH HIGHLIGHTS\***

100

organizations  
trained

23

countries

\* As of January 2020

# Our Training Programs

MIT VMS can provide comprehensive assistance as you plan, establish and grow a mentoring program based on our Model.

We start by training your leadership team in the Immersion Program, a 2 ½ day course delivered exclusively to your organization at MIT. Through a combination of curriculum, first-hand participation in MIT VMS activities and in-depth strategic discussions, we will teach your leadership how to start and operate an impactful mentoring program. We cover topics from ethical standards to proven processes for execution; from Team Mentoring practices to IT requirements; from mentor screening and engagement to program evaluation and metrics — all while considering your organization’s specific context.

We also offer a rich series of additional programs — delivered at your location or virtually as appropriate — that provide ongoing support based on your needs. Many organizations have found that our programs such as Mentor Selection, Mentor Training, and our Stakeholder Program have been very valuable to the successful implementation of their mentoring programs.

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*There is no need to learn mentorship by trial and error. Embracing the VMS Model will save any institution a significant amount of time and money.*

**SCOTT FITZGERALD**

Board Member

Silicon Couloir, Jackson Hole, WY

*Our mentoring program for high-tech ventures is one of the best of its kind today thanks to the solid foundation laid out with the Model and the continuous support from MIT VMS.*

**THOMAS KLEM ANDERSEN**

Program Manager

DTU Science Park, Greater Copenhagen, Denmark

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Please contact us for further information on our training programs, schedules and fees.

**MIT Venture Mentoring Service**

Outreach Training Program

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