



# Global Mentors Club

Guidelines for Mentors  
Effective 1 June 2019

[www.wbaforum.org](http://www.wbaforum.org)

An affiliated partner of the G20 Global Partnership for Financial Inclusion (GPII)



## Chairman's Statement

In the past, inventions were important for the economic development of societies. In the 21st century, however, it is not invention but innovation that counts.

In those earlier times, entrepreneurial skills were not needed to get an invention to the market because it was a seller's economy, where customers were ready to buy anything new. Times have changed, and the rules of the game have changed. Today's inventors need more than just a clever idea. They need a complex set of skills to move their innovative idea into the market and to ensure it succeeds.

Ours is the age of the entrepreneur (the buzz word of our century). The current, highly competitive economic environment means that scaling up businesses demands special skills of entrepreneurs, who are obliged to secure financing as quickly as possible. Yet finance alone is not sufficient to create global success stories. The entrepreneur needs not simply finance, but the best finance.

### What is 'the best finance'?

The best finance is a miracle that happens when one is able to combine money, know-how, mentorship and networking. This is perhaps better termed smart finance.

Consider the various sources of finance available to entrepreneurs: Beyond basic bootstrapping, there are corporate ventures, angel investors, crowdfunding platforms, accelerators, VCs, banks, public grants, co-investment funds, business plan competitions, technology transfer offices, family offices, private equity investors and stock exchanges. With the notable exception of angel investors, all these sources provide only money, nothing more.

The only true sources of smart finance are angel investors, who are able to influence a country's economic development by providing more than just money to entrepreneurs and SMEs. They contribute their own know-how, provide mentorship, and share their own networks in contributing to the businesses they invest in. They are thus the main drivers of innovation and the natural leaders of the world's early-stage investment markets and global startup economy.

In 2018, more than 300,000 angel investors invested more than \$26 billion in startups in the US, and more than 310,000 angel investors invested more than 9 billion Euro in Europe. The estimated total global market size of angel investment is over \$50 billion every year.

It is rewarding to see that governments around the world have understood the importance of angel investment for boosting their economies. During the Presidential Summit on Entrepreneurship in 2010, President Obama's response to concerns I expressed about making available public grants for entrepreneurs was promising. In a special meeting with me, he agreed with and supported my position on the importance of angel investors in terms of converting public money to 'smart money', that is, cash that is invested by parties who are experienced, well-informed, and well connected.

Your efforts to convert the world economy to a smart economy in cooperation with the World Business Angels Investment Forum will be highly valued.

Yours sincerely,

Baybars Altuntas  
Chairman of the Board of Directors,  
World Business Angels Investment Forum  
Baybars.Altuntas@wbaforum.org

## Global Mentors Club

The World Business Angels Investment Forum, as an affiliated partner of the G20 Global Partnership for Financial Inclusion (GPFII), explores how players in the startup ecosystem can foster innovation and deliver more business value through partnerships between angel investors, startups, scaleups, high-growth businesses and SMEs. In line with this goal, the WBAF 2019 Grand Assembly decided to create a new unit, the Global Mentors Club, to support startups and to accredit qualified entrepreneurs and investors as qualified mentors. Thanks to its extensive network, WBAF is now able to offer mentorship and also provide consultancy for expanding into international markets.

The purpose of the Global Mentors Club is to provide mentorship for startups, scaleups, and SMEs around the globe, including specific market expansion services, and to offer coaching and an active exchange of information and experience with regard to the formation, development and financial structuring of applying companies.

### Code of Conduct and Rules for Becoming a Mentor

As a condition for becoming a mentor in the Global Mentors Club, each member must sign a Rules of Mentorship and Code of Conduct statement, which indicates the mentor's agreement with and acceptance of the Global Mentors Club mentorship rules and code of conduct.

### Accredited Qualified Mentors

Delivering mentoring to startups and scaleups as an accredited member of the Global Mentors Club is a privilege that is extended on a periodic basis to individual accredited mentors and is subject to periodic renewal, non-renewal, revocation, termination or suspension by its Board of Directors, which shall be elected from time to time by the members of the WBAF Global Mentors Club.

### Global Mentors Club Guidelines

The Global Mentor Club Administration has developed two sets of guidelines:

- *Guidelines for Mentors:*  
For individuals wishing to become an accredited mentor who will provide mentoring to entrepreneurs, startups, scaleups and SMEs.
- *Guidelines for Startups:*  
For entrepreneurs, startups, scaleups and SMEs who want to receive mentoring from accredited mentors of the Global Mentors Club.

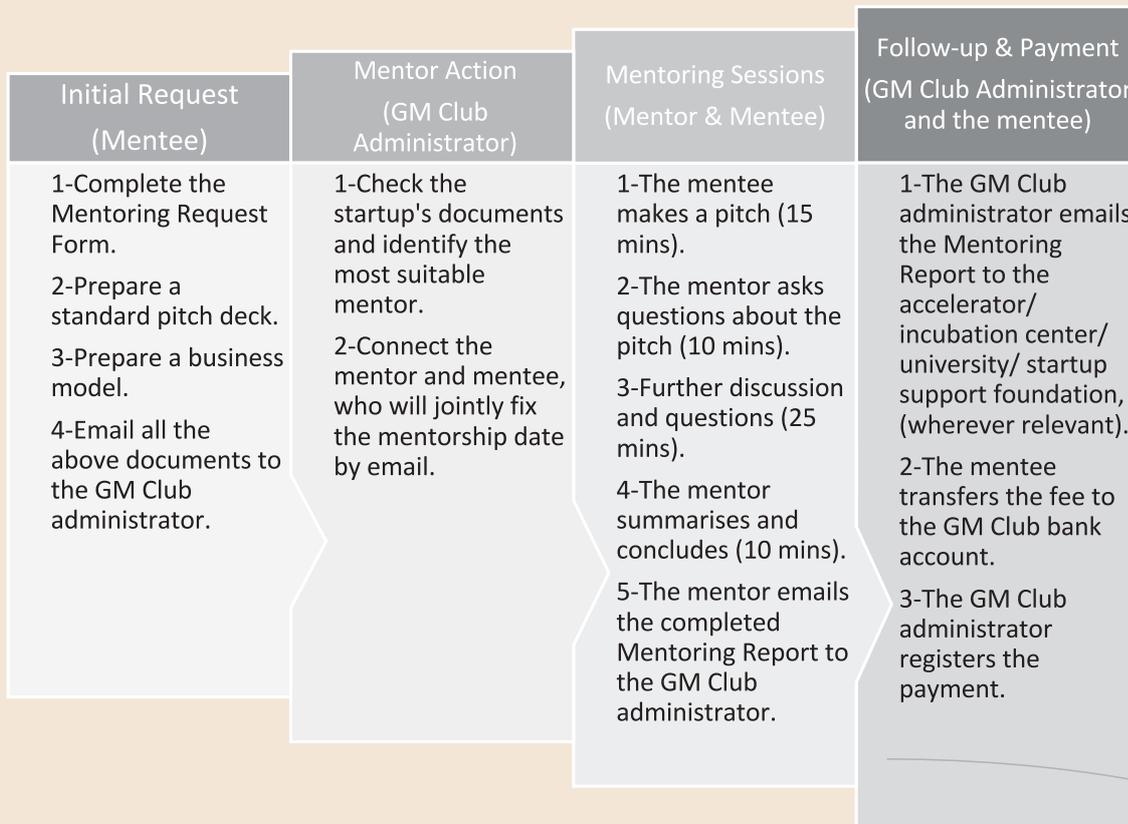




### The Global Mentors Club

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Additional sessions can be arranged, depending on the mentee's requirements.

## Rules of Membership and Code of Conduct

As a condition of membership in the Global Mentors Club (hereinafter referred to as GMC), each member must sign a Rules of Membership and Code of Conduct statement, which indicates the member's agreement with and acceptance of the GMC membership rules and code of conduct.

1. Membership in GMC is a privilege that is extended on a periodic basis to individual accredited mentors ("Members") and is subject to periodic renewal, non-renewal, revocation, termination or suspension by the Board of Directors of the GMC. (hereinafter referred to as "the Board"), which shall be elected from time to time by the members of the WBAF Global Mentors Club.

2. As a condition precedent to renewal or continuation of Membership, it shall be conclusively presumed that a Member has expressly agreed to abide by the GMC Rules of Membership and Code of Conduct, as they may be modified from time to time by the Board, and to have expressly acknowledged that Membership may be revoked, terminated, suspended or not renewed by the Board upon the failure of the Member to do so. After any change in the Rules of Membership or the Code of Conduct, each Member must either accept the Rules of Membership and Code of Conduct or withdraw from the GMC.

3. The purpose of Membership is to provide mentorship for startups, scale-ups, and SMEs doing business around the globe, including specific market expansion services for applicants, and to provide coaching and an active exchange of information and experience regarding the formation, development and financial structuring of applicant companies as much as necessary. It is important that GMC mentors not deliver more mentoring sessions than an applicant needs. The mentors must not engage in any direct financial transaction with applicants.

4. Decisions regarding approval or denial of membership for any applicant shall be governed by the Board. All decisions are final and as such are not subject to appeal.

5. Decisions regarding the revocation, termination, suspension or non-renewal of Membership by the Board are final and not subject to any appeal. The sole recourse any Member has over any disagreement with a Board decision, motion or action, regardless of its scope or nature, is to withdraw from Membership in GMC.

6. The Board can suspend, revoke or terminate any Member who, in the sole judgment of the Board:

a) Fails to disclose a material fact or makes a material misrepresentation in an application for Membership, regarding any relationship with a mentoring meeting or other information sharing which:

- i) Has or gives the appearance of having a material conflict of interest with GMC.
- ii) Improperly discloses information presented in confidence to Mentors, or makes or allows to be made any material use of confidential information presented to Mentors for the benefit of any persons not Members, or any entity other than the discloser, in a manner that is in conflict with any of the interest of other Members, GMC, or the discloser.
- iii) Improperly solicits mentorships from GMC, or makes a material misrepresentation or omits a material fact in reporting mentorship sessions to GMC.
- iv) Behaves in a manner that materially disrupts GMC activities or events or, in connection with any GMC-related activities, displays less than professional behavior toward other Members.
- v) Engages in conduct that reflects poorly on GMC, or which is deemed by the Board to be against the best interests of GMC.
- vi) Solicits or accepts any compensation from any party or parties, for presenting a mentorship opportunity, or for raising capital from WBAF FUND, the Membership of GMC without the prior approval of the Board.

## Conflict of Interest Policy for Global Mentors Club Members

### Confidentiality and Non-Disclosure

Applications for mentoring are to be treated as confidential. Documentation provided to the Global Mentors Club must be used only for the purpose of assessing an application. It must not be used for any other purpose or discussed with or disclosed to others. The use of ideas or unique methods obtained from an application or from the mentoring session is strictly prohibited.

While the mentoring applications documents are in the possession of the Global Mentors Club, the documents must be:

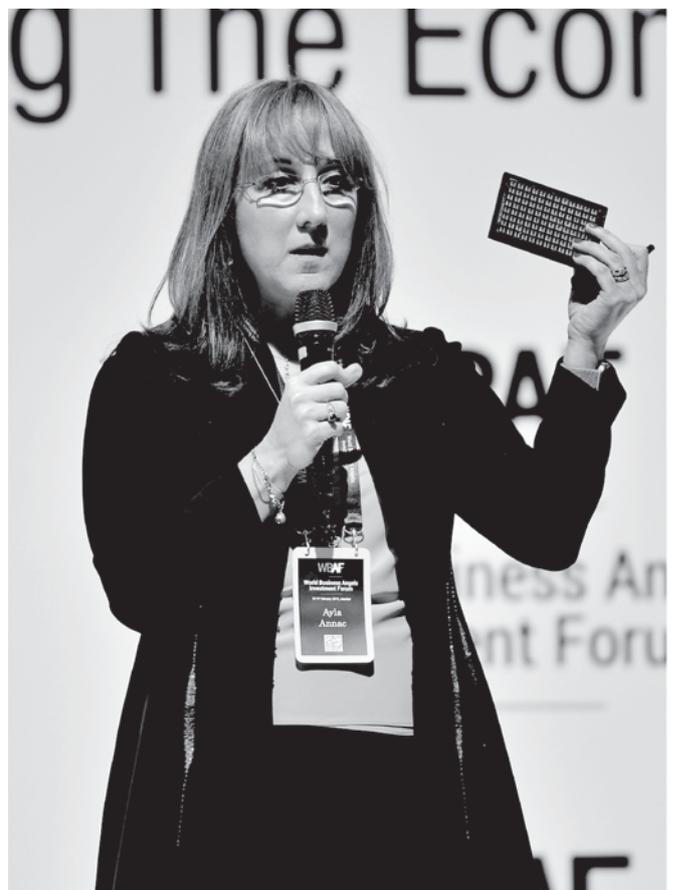
- stored in a secure manner so as to prevent unauthorized access.
- transmitted using secure platforms.
- destroyed in a secure manner when no longer needed (e.g. by shredding hard copies and deleting electronic data files).

### Enforcement of this Policy

In the event it becomes apparent that any GMC mentor who has been assigned to a specific mentee has not declared a conflict of interest or has not declared a conflicting commitment, the administrative board, may do any or all of the following:

- investigate the matter and report it to the GMC board, along with documentation of their findings and their recommendations.
- request that the member refrain from participating in the GMC until the investigation has been completed and the outcome decided.
- request that the member resign from the GMC;
- take whatever legal or administrative steps are appropriate in order to remedy the conflict of interest.

Name : \_\_\_\_\_  
Signature : \_\_\_\_\_  
Date : \_\_\_\_\_



## Global Mentors Club Membership Form

First/Given name

Last/Family name

Address

City

Country

Postal Code

Email

WhatsApp number

Mobile phone

What is your domain of expertise?

In which sectors or industries you have a vibrant network?

What kind of companies (startups, SMEs) are you interested in mentoring?

What stage of companies are you interested in mentoring?

Pre-revenue, pre-product

Pre-revenue, post-product

Post-revenue, post-product

Please provide a brief biodata statement.



#### **About the World Business Angels Investment Forum (WBAF) Global Mentors Club**

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#### **About the World Business Angels Investment Forum (WBAF)**

An affiliated partner of the G20 Global Partnership for Financial Inclusion (GPFI), the World Business Angels Investment Forum (WBAF) is an international organisation aiming to ease access to finance for businesses from start-up to scale-up, with the ultimate goal of generating more jobs and more social justice worldwide. It is committed to collaborating globally to empower world economic development by creating innovative financial instruments for innovators, start-ups, and SMEs. The Forum interacts with leaders in all areas of society, first and foremost in business and political spheres, to help assess needs and establish goals, bearing in mind that the public interest is of paramount importance. WBAF engages a wide range of institutions, both public and private, local and international, commercial and academic to help shape the global agenda.

[www.wbaforum.org](http://www.wbaforum.org)

#### **About G20 Global Partnership for Financial Inclusion (GPFI)**

The Global Partnership for Financial Inclusion (GPFI) is an inclusive platform for all G20 countries, interested non-G20 countries, and relevant stakeholders to carry forward work on financial inclusion, including implementation of the G20 Financial Inclusion Action Plan endorsed at the G20 Summit in Seoul. Queen Maxima of the Netherlands is the Honorary Patron of the GPFI.

[www.gpfi.org](http://www.gpfi.org)

#### **Contact us on:**

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World Business Angels Investment Forum

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[@wbaforum.org](https://www.wbaforum.org)