

## 👉 10 Minute Trainings: Understanding the line between consulting and mentoring

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It's time to teach our clients to fish!



### The big difference between mentoring and consulting.

The world is a complicated place right now and getting more complicated every day. Many of our clients are scared, stressed, and overwhelmed by a seemingly never-ending stream of hard decisions, and they are looking to SCORE for **help or consulting**. Mentors can be a lifeline for clients at times like these, but it's important for us to remember that there is a key difference between mentoring and consulting.

That old proverb about the fish makes a pretty good point:

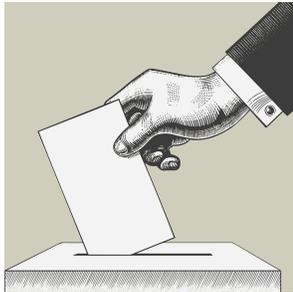
**Give a man a fish, and you feed him for a day.  
 Teach a man to fish, and you feed him for a lifetime.**

In SCORE terms, that translates to...

- **A CONSULTANT** fills out loan or grant paperwork for the client.

- **A MENTOR** points the client toward resources that can help the client complete the paperwork.
- **A CONSULTANT** tells the client what decision to make.
- **A MENTOR** presents the facts as we know them and guides the client to come to their own conclusion.
- **A CONSULTANT** gives the client a definitive plan.
- **A MENTOR** asks key questions and provides ideas to allow the client to formulate their own course of action.
- **A CONSULTANT** tells the client that "everything will be fine."
- **A MENTOR** talks the client through addressing difficult realities.

When our clients are in a time of turmoil, it can be tempting to jump in and help. But now more than ever, it is up to us as mentors to empower our clients to take control of difficult situations and make the educated decisions that will benefit them through this crisis and the next.



## The suggestion box is open!

We're always looking for new ideas for trainings, workshops, recruiting, and general ways to make the organization a better, happier, and better-run place. Tell us what's on your mind!

[Submit a Suggestion](#)

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