

# 17 Roles and Responsibilities of the Mentee

Bobby L. Butler

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1. Doesn't fake it, puff it up or otherwise mislead. Rather, communicates openly with his or her "eye on the prize": his or her own successful growth and development
2. Does not withhold information that would help the mentor help him or her
3. Is fully prepared each time he or she meets with and/or talks to the mentor
4. Gains (and maintains throughout) the mentor's confidence
5. Respects the mentor
6. Always asks questions
7. Listens, listens, listens, and learns from the teacher
8. Wants to learn: open to learning new skills, attitudes and behavior
9. Wants to grow: open to trying new and challenging things
10. Wants to change or improve: willing to let go of old habits, routines and attitudes
11. Meets commitments: willing to stretch and test him- or herself without over-committing
12. Puts what the mentor teaches him or her into action
13. Is always ready to provide the mentor updates on his or her activities and results
14. Is thankful for what the mentor gives him or her and shows it throughout his or her progressive and productive development
15. Gives something back to the mentor rather than being just a taker

16. Has high expectations for his or her mentoring experience

17. Willing to work harder than the mentor to ensure his or her own success

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Bobby L. Butler is author of *The Sales Mentor*. Mr. Butler is also President and Founder of **Sales Mentoring Solutions**<sup>™</sup>, LLC, a firm that provides consulting, diagnostics, coaching and mentoring, and online automation solutions to clients in support of the functions most critical to driving their revenue generation and business growth—sales, sales management, customer service and leadership. Visit the firm’s website at [www.salesmenteringsolutions.com](http://www.salesmenteringsolutions.com).

Get more information on *The Sales Mentor* at

<http://www.salesmenteringsolutions.com/v2/content/contact/promo.cfm>.

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