



# THE ALL SMALL MENTOR-PROTÉGÉ PROGRAM

## THE MENTOR-PROTÉGÉ AGREEMENT

### Background

The All Small Mentor-Protégé Program (ASMPP) was established in 2016 to extend U.S. Small Business Administration-approved mentor-protégé relationships to every small business. This program seeks to develop strong protégé enterprises through mentor-provided business development assistance, and to help them successfully compete for government contracts. Rather than creating separate programs for each constituency (Service Disabled Veteran Owned Businesses, Women Owned Small Businesses, Historically Underutilized Business Zones), the SBA created one all-inclusive program. This new program was modeled after the successful SBA 8(a) Mentor-Protégé Program.

### What is a Mentor-Protégé Agreement (MPA)?

The MPA is a legal document that details the business relationship between mentors and protégés. It is critical to your participation in the ASMPP and must be submitted to the SBA for approval. The MPA may be approved for three years, and be extended for an additional three years provided that you have received the agreed upon assistance. Please note that protégés may generally not have more than one mentor at a time; however SBA may approve a second if no conflict appears.

*The SBA will not approve an MPA unless it determines that the mentor-provided assistance will promote real developmental gains for your business, not just act as a vehicle to receive federal small business set-asides.*

The All Small Mentor-Protégé Program's (ASMPP) aim is two-fold:

- 1) Develop strong Protégé firms through Mentor-provided business development assistance; and
- 2) Enhance the ability of Protégé firms to successfully compete for government contracts.

### What should be included in an MPA?

1. The MPA should identify one to six areas of developmental assistance (management & technical, financial assistance, international trade education, business development, and/or general administrative assistance) that can be provided by the mentor.
2. An affirmation that your mentor will provide the agreed upon assistance for at least one year.
3. The MPA must describe how your mentor-protégé relationship will address each developmental need, establish a developmental timeline, identify success measurement factors for each area, and be tied to your business plan goals.
4. Provide contact information for a representative within your mentor's organization who will be responsible for managing and implementing the MPA.
5. If more than one MPA exists, identify how the assistance that will be provided by this MPA would differ from the other agreements.
6. Provide a statement indicating that either party may terminate the agreement with 30 days advance notice to the other party and to the SBA.
7. State specifically that any changes to this MPA must be made in writing, approved in advance by the SBA, and dated and signed by both parties.

### For More Information

Visit [www.sba.gov/allsmallmpp](http://www.sba.gov/allsmallmpp) to view an ASMPP draft template, or [www.sba.gov/tools/sba-learning-center/training/sbas-all-small-mentor-protege-program](http://www.sba.gov/tools/sba-learning-center/training/sbas-all-small-mentor-protege-program) for an online tutorial. Please email any questions to [AllSmallMPP@sba.gov](mailto:AllSmallMPP@sba.gov).

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