



## Matt Harnett

- 15 years in bids and proposals
- Self-employed
- FM, construction, tech & professional services
- APMP Foundation level

## Benefits of mentoring

- Learning from others
- More confident
- Helps drive personal development
- Challenges your thinking



"I think mentoring is important because you're drawing on the learning and knowledge of others to help you to determine the 'right' answer or course of action.

*This has many benefits including preventing you from making costly mistakes, wasting time, and making assumptions that may not be valid."*

**Matt Harnett**

Primacy Development Ltd.

# APMP UK RAPPORT MENTORING

Read first hand about our mentees experiences of the mentoring programme.

## WHY BE A MENTEE?

To support my personal development by gaining a different perspective and challenging my thought processes. Although I'm reasonably experienced in my own right I was keen to understand and learn from the experiences of another. I was fortunate to be paired with a very distinguished mentor!

## WHAT HAVE YOU LEARNT ABOUT YOURSELF?

I'm a very enthusiastic individual by nature and often take on more than I can comfortably manage with the optimistic view that I'll be able to accommodate it all! I'm learning that I need to take on less and spend more time on reflection and planning so that I can be more strategic in my approach (and less stressed)!

## HOW ARE YOUR MEETINGS WITH YOUR MENTOR?

The meetings are good spirited informal discussions and debates in the main. Occasionally they become more intense as we delve into some of the deeper aspects of professional and personal development, but I always come away with a greater sense of clarity and feeling more energised!

## WHAT ARE YOUR HIGHLIGHTS FROM THE PROGRAMME?

Meeting up with my mentor in person at APMP BPC Europe where he continued to mentor me on networking activity, which is something I've always found difficult from a confidence perspective. I really enjoyed the event which was undoubtedly a consequence of his support in this area.

## WHAT HAVE YOU GAINED FROM THE PROGRAMME?

The APMP UK Rapport mentoring programme has given me confidence my causing me to evaluate the value of my role and contribution. It's also helped to drive my development by encouraging me to set personal goals and to hold myself accountable against the achievement of those goals.



# APMP UK RAPPORT MENTORING PROGRAMME

## WOULD YOU RECOMMEND THE PROGRAMME TO OTHERS?

Definitely. I think its very easy to become inadvertently institutionalised within your own thoughts processes and those of your organisation if you've worked in a directly employed role for a long time. I've certainly recognised this behaviour in myself previously. In my opinion, it's essential that you continually challenge your thinking, and mentoring is an excellent way to achieve this.

## ANY OTHER INSIGHTS YOU'D LIKE TO SHARE?

The past 18 months my life has been very turbulent, both personally and professionally. From the pressures of COVID-19, running my own enterprise, selling and buying a house, raising two young children (who are 3 and 5), to my Mum passing away, and most recently getting married! There are times when the mentoring sessions have been more like counselling! It has certainly helped me to navigate through these challenges.

## THE PROGRAMME IS AVAILABLE TO ALL APMP MEMBERS.

If Matt's experience of the programme has convinced you that you would like to have a mentor, then you can apply at [Career Mentee Application](#).

## MAYBE YOU HAVE SOMETHING TO OFFER?

If you are interested in joining our team of mentors, you can apply at [APMP UK Rapport Career Mentor Application](#). You will receive full training and on-going support to help you be the best mentor you can be.

## WOULD YOU LIKE TO MEET OUR MENTORS?

To find out who is already a mentor, you can meet the team at [Meet the Mentors](#). Maybe one of these people could be the one to support you?

