

Details of the four available breakout sessions and a brief synopsis of each are shown below.

**1. Outsource Grant Funding: Louise McCarron, Get2Grips with Grants Ltd**

Grant funding is vitally important to the success of many Third Sector organisations, helping them deliver and develop their services whilst working towards sustainability. However, writing successful grant applications can be tricky, daunting and very time consuming.

**Get2Grips with Grants Ltd** sources and secures grant funding for charities and CIC's (Community Interest Companies)

Louise McCarron, Managing Director, explains how: "We get a deep understanding of the important work our clients do, the new projects they may want to undertake and the funding required to make them happen; we then research funding sources, match our clients' needs to the best potential funders and complete the grant applications for them to check and submit."

At this session Louise will explain their service in greater depth and discuss the importance of and what it means to be 'funder ready'.

*"Working with Get2Grips has been pivotal to the growth of our business and our service to learners. Their expertise and knowledge enabled a long held vision to happen." – Charity providing training for disadvantaged young people*

**2. Motivational Interviewing and its links to mentoring : Duncan Wallace, Health in Mind**

Motivational Interviewing is a process that supports people to work with change. The Motivational Interviewing model has been developed over the last 20 years and provides a clear set of ways by which one supports and helps mentees through the processes of applied change, help achieve their goals and thinking about what they are learning from their goals.

This session will introduce you to what Motivational Interviewing is and set that in the context of mentoring and coaching work in the Scottish context. The session will draw upon Duncan's mentoring and coaching experience in Scotland. Participants will learn some of the core skills and techniques of Motivational Interviewing in particular the OARs framework for handling conversations, open ended questions, affirmations, reflective listening and summaries. The session provides time to think together about how participants are already using some of these techniques in their work and explore how Motivational Interviewing could sharpen of their practice.

This session is led by Duncan Wallace who is the Learning and Development Coordinator of Health in Mind a community based mental health charity based mostly in Edinburgh. Duncan has also been part of Scottish mentoring network and the coaching world for the

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last 15 years and will bring some of his client experience into this session.

**3. Training your Mentors – Challenges and Successes: Brian Gallagher, Mental Health Foundation**

Brian from Mental Health Foundation will use his experience in coordinating and running mentor training to lead a discussion on what challenges can arise and offer good practice suggestions to overcome these. Whether you are new to arranging and delivering mentor training or experienced this session should allow you the opportunity to share tips on how to ensure your mentor training is effective and efficient as it can be.

**4. An External Evaluation Process: Laura McKechnie, Move On**

Move On would like to present to you the findings from the recent independent evaluation of their mentoring services, including strengths identified, areas for improvement and recommendations. This will involve a short presentation followed by a facilitated discussion regarding how we, as practitioners, can improve our mentoring services across Scotland. We will focus on four main topics:

- Achieving positive endings
- Structure V's flexible support
- Improving ongoing mentor training
- Providing consistent support

This will be a fantastic opportunity to learn how other mentoring services run and for us all to share best practice.