



## PROGRAM ELEMENTS

Aiming to overcome common obstacles first-generation students often face, the program is built around a three-part personal development strategy.

- **Mentoring:** *Mid- to senior-level executives who have successfully navigated the collegiate and professional worlds meet with students monthly. Students may shadow the executive for a day, or mentors might extend invitations for students to tag along at chamber functions, networking events, or trade association meetings. Corporate culture, skill-sets, and career paths are common topics of conversation; over time, friendships may develop so personal guidance may even be offered.*
- **Passport Training System:** *Each week, progressive professional development opportunities are offered (students are required to attend four events each semester). These events range from workshops detailing the basics of professional dress and email etiquette to full-fledged networking opportunities with area professionals.*
- **Scholarships:** *First-generation students often face significant financial obstacles and many full-time students in the program work 25+ hours per week. Program staff make concerted efforts to help students overcome financial challenges. Scholarships specifically designated for first-generation students are available.*

## STUDENT APPLICATION

Applications are accepted year-round, with preference given to those who apply at the start of the fall semester (applications available online at [www.coba.usf.edu/mentor](http://www.coba.usf.edu/mentor)). Students are paired with mentors after a phone and/or in-person interview, GPA check, and introductory information session. All services are free to first-generation juniors and seniors who are fully admitted to the College of Business.

## MENTOR APPLICATION

To volunteer, call or email the program coordinator. We will schedule time to talk one-on-one about the program, volunteer obligations/expectations, and time commitment. Volunteers are paired with students based on career fields, common interests, and/or availability.



# CORPORATE MENTOR PROGRAM



College of Business Corporate Mentor Program  
(813) 974-4290 • [whaworth@usf.edu](mailto:whaworth@usf.edu) • [www.coba.usf.edu/mentor](http://www.coba.usf.edu/mentor)  
YouTube: search *usfcollegeofbusiness*

# CORPORATE MENTOR PROGRAM



USF's Corporate Mentor Program pairs business students with mentors from the Tampa Bay business community. Mentors, volunteer business leaders who share common interests with the student, coach students and serve as a resource. Mentors help students explore or establish career paths. They help the students develop strategies for their academic, professional, and social success. In essence, mentors are respected and successful professionals who serve as coaches, advisors, and friends who provide access and opportunity.

Designed for first-generation juniors and seniors, the Corporate Mentor Program does more than simply connect students with professionals. Active participants will find that the workshops, seminars, dinners, and other programs are designed with professional development, leadership, personal branding, and networking in mind.

## ELIGIBILITY

Membership in the Corporate Mentor Program is open to any rising junior or senior studying business who is the first in his/her family to complete a four-year degree in the United States. Students must have a minimum of a 2.75 GPA and must be fully accepted into the College of Business.

A competitive program, the selection process includes an application and interview, where the student's campus and community service, prior leadership experience, willingness to be an active participant, and ability to maintain academic goals are also considered.



Alumnus Brian Lamb (left) benefited from the Corporate Mentor Program when he was a student and member of USF's basketball team. Paired with Dennis Zank (center), president of Raymond James, Lamb credits this program with his early career success.

*"He offered a wealth of experience and helped me transition from college to the workplace," Lamb says. "I gained exposure to simple things like executive attire and how to run a board meeting, both of which are part of my daily life now. He taught me the importance of setting and executing goals."*

*"The relationship we shared helped me appreciate opportunities readily available to well-educated, well-prepared students. I completed the mentorship program full of confidence in my ability to compete successfully in the 'professional world' and not just on the basketball court."*

*Today, business student Torrell Jackson (right) is paired with Zank and, by extension, Lamb. "Mr Zank is full of wisdom and after every visit, I leave motivated to be the best person I can possibly be."*

*"Today, I am the mentor," says Lamb, who still volunteers and also contributes financially to the Corporate Mentor Program and funds a scholarship. "I enjoy playing a small role in students' success."*

Corporate Mentor students enjoy learning and networking opportunities not normally found in the classroom, such as on- or off-campus meetings with mentors, workshops, etiquette dinners, networking programs, and online communities (thanks to Blackboard and Facebook).

## STUDENT BENEFITS

- **Innovative Learning.** Students learn critical business skills through improv sessions, where they strengthen interpersonal skills through a series of fun, progressive games taught by an improvisation expert.
- **Special Programs.** Weekly professional development programs are offered just for Corporate Mentor Program participants. Corporate tours help students practice networking opportunities in real time while workshops such as "Dress for Success," "Branding Yourself," "How to Work a Room," and "Business Etiquette" give them practical instruction and tips.
- **Advising Privileges.** Corporate Mentor students are assigned a specific business academic advisor, allowing easy access for guidance, course selection, and registration.
- **Recognition.** Mentored students are often featured in college and university publications and serve as informal ambassadors for the College of Business, speaking at advisory council meetings or representing USF at community events. Six Corporate Mentor students were included in the business school's inaugural 25 Under 25 recognition program recognizing excellence in scholarship, community involvement, professional development, and leadership.
- **Service.** Many also give back to younger students in the area, mentoring elementary or middle schoolers through Big Brothers Big Sisters or Junior Achievement programs.



# PARTICIPATING COMPANIES

Mentors come from a variety of industries, corporate levels, and career fields, ranging from large financial services firms to local banks to international marketing firms.

- Animus Solutions, Inc.
- Booz, Allen, Hamilton
- Brock Communications
- Carlton Fields
- Citi
- Deloitte
- Eagle Asset Management
- Ernst & Young
- Edward Jones
- Fifth Third Bank
- First Citrus Bank
- Florida Division of Hotels & Restaurants
- Foley & Lardner LLP
- Freedman Office Furniture & Supplies
- Horace Mann Insurance
- JP Morgan
- McGuinness & Co.
- The Nielsen Company
- Paradise Advertising and Marketing
- Paragon Capital Partners
- Peace Wealth Management
- Prudential Insurance
- Raymond James & Associates
- State Farm Insurance
- Sun State International
- T. Rowe Price
- Tampa Port Authority
- USF Athletics
- Warrick Dunn Foundation
- Well Care Health Plans



## CORPORATE SPONSORS



J.P. Morgan



RAYMOND JAMES

## INDIVIDUAL SPONSORS

Barron G. Collier III, Managing Partner  
Barron Collier Companies

Ralph Ghioto III, President  
Century Automotive

Brian Lamb, Senior Vice President & Business Banking Executive  
Fifth Third Bank

Joe Teague, Managing Partner  
Northwestern Mutual Financial Network/The Teague Group

Dennis Zank, President  
Raymond James & Associates