



## Targeted Coaching on financial instruments for EAFRD managing authorities

The Targeted Coaching service from *fi-compass* is designed to help build capacity about financial instruments for managing authorities that use the European Agricultural Fund for Rural Development (EAFRD). This coaching provides knowledge and confidence to help EAFRD managing authorities to 'get going' with financial instruments. It is designed in a way that addresses the specific needs of each participating managing authority over a three month period.

Coaching sessions typically involve experts from *fi-compass* and DG AGRI working directly with managing authorities. Coaching sessions are held via video-conferences and face-to-face meetings (in-country, Brussels or Luxembourg). The service is provided in English, but sessions in French, Italian or other languages may be possible depending on the resources available in the *fi-compass* and DG AGRI team.

All EAFRD managing authorities can request Targeted Coaching support from *fi-compass*. Countries such as Bulgaria, Croatia, Italy, Slovenia, Spain, and the United Kingdom are among those who have benefitted from the coaching services to date. Others managing authorities from Latvia, Greece and France have also recently started to receive coaching.

The **Targeted Coaching** service has been designed to meet the differing needs of EAFRD managing authorities in relation to financial instruments.

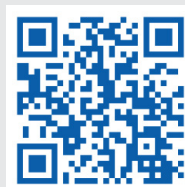
An **'initial coaching module'** offers advice for EAFRD managing authorities that are new to financial instruments and who want to learn more about the topic. This initial coaching module focuses on key considerations for starting with financial instruments. Coaching sessions increase understanding about the value-added of financial instruments and de-mystify basic concepts. Information also includes explanations about the processes and steps that managing authorities need to take if they decide to use financial instruments.

An **'advanced module'** is available for EAFRD managing authorities that have already gained some experience with financial instruments e.g. during early preparatory or life cycle stages. Advice from this advanced module helps to provide answers to particular queries about implementation options or situations for a specific EAFRD financial instrument.

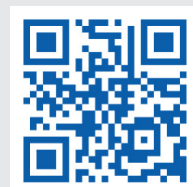
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Typical questions asked during the coaching sessions include:

1. How can financial instruments help in boosting investments? Why opt for them?
2. What are the ways to maximise the beneficial terms and conditions of financing for farmers?
3. What is the role of financial intermediaries and how can they be selected?
4. How do risk sharing loans and first loss portfolio guarantees work, in detail and practice?
5. What is the difference between a capped and an uncapped guarantee?
6. What happens to the financial instrument's resources after they been used by the final recipients?

Answers to such or similar questions, as well as useful tips, are provided by the experts from *fi-compass*, so why not ask for the coaching now? It is provided free of charge!

### **Feedback from EAFRD managing authorities confirms the relevance of this *fi-compass* coaching service:**

1. "It brought us very valuable issues to think about and further develop... We thank you for the great support and making us feel wiser."
2. "All the information provided has been helpful and gave us deeper insight into the implementation options for using a financial instrument within our national Rural Development Programme. After the coaching we found our knowledge base grew stronger, and along with that, interest about financial instruments increased throughout the managing authority."
3. "It was reassuring to know that everything we asked about during the coaching was important and we were not made to feel like our lack of knowledge was a hindrance. It was very useful to learn from practical examples about how others have used financial instruments and what different options could be available."

***EAFRD managing authorities***

EAFRD managing authorities that are interested in using these Targeted Coaching sessions for financial instruments can contact the *fi-compass* team or DG AGRI.

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