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Selecting an Adviser

Are you interested in receiving independent, confidential and bespoke advice that will help you improve economic and environmental performance?

If so, selecting an approved adviser through the new Farming Connect Advisory Service could be the first important step you take.

The advice is subsidised by 80% (up to a maximum of 1,500 euros) for eligible businesses registered with Farming Connect but it is important that you choose your adviser carefully, matching your requirements with their particular expertise.

The following step by step guidance will help you select wisely and get the best outcomes from this new service.

NB: The Advisory Service is available on a one-to-one basis as well as to groups wanting advice on the same topic or issue. The latter could prove a cost-effective way of receiving support, as you'll share not only the advice but the costs too.

For further advice contact your regional Farming Connect development officer.



Cronfa Amaethyddol Ewrop ar
gyfer Datblygu Gwledig
Ewrop yn Buddsoddi mewn Ardaloedd Gwledig
European Agricultural Fund for
Rural Development
Europe Investing in Rural Areas



Llywodraeth Cymru
Welsh Government



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1. Would your business benefit from specialist advice?

Here are a few basic questions you should ask yourself.

- Should I make this decision myself or discuss it with other interested individuals such as family members?
- Could certain areas of the business be performing better?
- Would independent, confidential advice help me look at things objectively and focus on priorities?
- Should I be changing direction/doing things differently to improve outcomes?
- Is a Farming Connect approved adviser my preferred option or can I receive the support/advice I require elsewhere e.g. through other fully funded Farming Connect services?

2. How to select an adviser

The following steps will help you select the most appropriate approved Farming Connect adviser to meet your business requirements.

- Contact your regional Farming Connect development officer and explain why you feel you may need specialist advice from an approved adviser.
- Ask to see and discuss the approved list of recommended advisers.
- Consider the merits/skills/experience of each one to help you match the particular areas of expertise to your requirements.
- Draw up a shortlist – we would advise you to interview more than one adviser and obtain a number of quotes before making your decision, even though you may have received a recommendation from another farmer, which is always a good sign.



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3. Interviewing your advisers – making the best choice

You can interview those on your shortlist over the phone or face to face. The following questions – you may well have more - should help you choose the most appropriate person to help you develop or improve your business.

- Have they got the level of experience/sector-specific expertise or qualifications needed to meet your requirements?
- Will they provide independent, confidential advice and explain the rationale behind it in a way you understand i.e. offering practical, cost-effective solutions which you will be able to implement?
- Do they have the time/capacity to provide the advice when you need it and can they provide back up support from other specialists if required?
- Can they provide this service in a way that is relevant for your business needs i.e. in addition to providing a detailed report of recommendations, will your quote include one-to-one support through visits/phone calls/emails etc?

4. Appointing an adviser and agreeing terms

- After selecting your preferred adviser and obtaining a **formal contract / agreement** with your selected adviser, outlining exactly what is expected.
- A contract signed by both parties is a legal document and will ensure that if there are any disputes, the agreed terms can be referred to. This document should clarify **exactly** what you need to provide them with in terms of time/information/preparation and **exactly** what you can expect them to provide in return.
- Issues to clarify in this contract could include e.g. number and duration of farm visits; telephone access time; time, travel and subsistence costs.
- If you feel you would benefit from follow-up advice to help you monitor performance and compare this with industry benchmarks, allow for this in the contract.
- You will need to **submit an application** form to Farming Connect. You can apply online or contact your regional development officer if you need support.