

**Latino Agriculture Entrepreneurship (LAEP) Project Self-assessment**  
**How should an organization prepare to work with Latino farmers?**

Pre-interview

1a. Have you had previous contact with this farmer or will this be the initial contact?

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1b. What can you do to build trust with the farmer you are about to interview?

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2. What program(s) do you have that would be useful to this farmer?

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Post Interview

1. What strengths do you see in this Latino farmer or would-be farmer?

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2. What program(s) do you have that could build on those strengths?

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3. Which programs is s/he using or interested in using?

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4. What surprised you in your discussion with the farmer?

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5. Did your conversation suggest new ways in which you might relate to the farmer?  
How?

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6. Did the experience suggest changes you might make in your office or your programs?  
Explain.

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7. Are there training needs that are suggested for your staff?

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