



IRAQ NATIONAL MICROFINANCE SUMMIT Erbil, November 13-16, 2006

Session 4

Concurrent Sessions: “Towards an Iraqi Microfinance Strategy”

Facilitated discussions leading to outline of issues and suggestions.

Group B: Microfinance Practice

Discussion focused on issues facing microfinance practitioners in developing their institutions and the industry, and what technical assistance, training, IT or other support is needed.

- Base line analysis
 - Market survey
 - Target clientele
 - Portfolio mix
 - Product development
 - Suitable loan structures
 - Types of lending programs
 - Staffing
 - Availability of qualified people
 - Suitable background for region served
- Technical assistance
 - Head office support
 - Level of support from home office
 - Donor support
 - What type is needed?
 - How much?
- Training
 - Training needs assessment
 - Training facilitators
 - Home office
 - Donor
 - Local trainers
- IT support
 - Head office
 - Donor
 - Local
- Other

Funded by:



IZDIHAR is a joint venture of:
The Louis Berger Group, Inc.
The Services Group, Inc.