

Preparing Horses for the Marketplace
Sales Preparation

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Things to do before sending a horse to Trainer or Sale Prep Agent:

- Pick right sale for the horse
- Determine if you want to run an ad/need deadline dates
- Have the horse on a regular deworming and vaccination program
- Ensure that the horse is up to date on hoof care
- Plan on shipping the horse to the Trainer or Sale Prep Agent 60 to 90 days prior to the sale

Items to ship with the horse, when going to Trainer or Sale Prep Agent:

- Owners billing address and phone numbers
- Original copy of Coggins test
- Health Certificate if transporting out of country
- Insurance Company and phone numbers if applicable
- Copy of most recent deworming and vaccination record

Trainer or Sale Prep Agent will determine how much the horse knows and the amount and method of exercise needed:

- Exercise will be different for weanlings, yearlings and mares
- Mares can be turned out to exercise freely each day
- Weanlings and yearlings should be exercised in a round pen, ponied, or turned out daily
- Neck sweats, splint boots and bell boots can be used while exercising, if needed
- Put on walker to cool out
- Trailer loading
- Grooming
- Feeding: hay, grain and supplements
- Farrier work: trim feet and or front shoes
- Veterinary: current on deworming and vaccinations, Coggins and health certificate
- -Colts: palpate testicles
- -Mares: pregnancy check
- -Eyes: list any vision abnormalities
- -Tube with oil and electrolytes prior to hauling on long trips

Packing for sale

- Feed and hay
- Grooming equipment

Care at sale and presentation

- Halters
- Stalling horses together
- Number of stalls per person to care for and show horses

