

LANEQ408

Manage the sale of horses



Overview

This standard is for those who are involved with preparing and managing horses for sales through public auction and privately. It includes assessing the horse, selecting the most appropriate method for sale, preparing the horse and managing the selling process.

It also involves overseeing the care, welfare and training of horses leading up to sales.

Appropriate selling method:

- Private
- Auction.

LANEQ408

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Performance criteria

You must be able to:

- P1 Identify the most appropriate selling method for the horses you wish to sell
- P2 Plan and confirm arrangements for the sale
- P3 Communicate plans for sale of horses
- P4 Plan and implement marketing programme for the sale
- P5 Oversee the care and welfare of horses leading up to sale
- P6 Plan the training and education of horses for sale
- P7 Ensure horse vaccinations and passport documentation are complete and up to date
- P8 Brief relevant personnel on events leading up to sales
- P9 Ensure sales procedures prior to, during and after are followed
- P10 Where necessary organise the travel arrangements and accommodation for horses being sold
- P11 Organise the presentation of horses for sale
- P12 Complete sales documentation
- P13 Monitor and maintain the health and safety of horses, self and others during the work.

LANEQ408

Manage the sale of horses

Knowledge and understanding

You need to know and understand:

- K1 Methods of selling horses including private sale, auction, website/internet sales
- K2 Entry and sales procedures
- K3 How to evaluate and assess horses for sale
- K4 Records and cataloguing procedures
- K5 Health declaration requirements of sale
- K6 The legal requirements of the sale
- K7 Educating and training horses for sale including stable manners, travelling and leading up in hand
- K8 How to present and prepare a horse for sale
- K9 Risks to horses, yourself and others and how these can be minimised
- K10 Your responsibilities under relevant animal health and welfare and health and safety legislation/codes of practice.

LANEQ408

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