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## Overview

This standard involves the preparation of horses for sale. It includes showing the horse in hand to the prospective client by demonstrating the horse standing up and trotting up.

You will need to be fully aware of the importance of health, safety and animal welfare in connection with this activity.

You will need to be able to recognise hazards and assess risks in the workplace.

## Prepare horses for sale

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### Performance criteria

You must be able to:

1. select and wear appropriate clothing and personal protective equipment for the activity
2. provide the horse with the appropriate care and welfare prior to the sale
3. prepare the horse for sale according to instructions
4. select, use and store appropriate equipment
5. handle and restrain the horse in a manner that does not compromise animal welfare, avoids behaviour giving rise to welfare concern and maintains health and safety
6. present the horse to prospective clients
7. carry out appropriate post-sale activities
8. monitor and maintain the health and safety of yourself and others, and the welfare of the horse, during the activity

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### Knowledge and understanding

You need to know and understand:

1. the selection, use and care of personal protective equipment
2. the appropriate care and welfare required for horses prior to and post sale
3. the sales preparation procedures, including feeding, rugging, grooming, fitting equipment, plaiting and trimming
4. the use of training equipment and fitting specialist equipment for sales
5. the importance of using appropriate handling and restraint techniques, and minimising stress to the horse and risks to yourself and others
6. the methods of presenting the horse to prospective clients
7. the importance of good manners in a horse and how to deal with any problems such as nipping or pulling away (leading)
8. the risks to horses, yourself and others and how these are controlled
9. your responsibilities under relevant animal health and welfare and health and safety legislation and codes of practice.

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