

# ANSWERS

## TO THE MOST FREQUENTLY ASKED QUESTIONS ABOUT OUR AUCTIONS

### How do I enter my horse in the Sale?

**Simple.** Use the consignment form you receive from our office or download from this site:

- Read the consignment contract on the back of the form carefully. If you have any questions, please call us.
- Fill out the form **completely** and neatly.
- We will research show & produce records on the sale entry (Preferred sessions include research of the sire and the dam) through AQHA or APHA. If you indicate there may be additional show records we will also research through NRHA, NCHA, PtHA and PHBA.
- Return the completed consignment form with the original breed registration certificate and/or NRHA Competition License, signed transfer and applicable breeder's certificate to us and we will deduct the consignment fee from your sale proceeds.
- OR return the completed consignment form with the full consignment fee and a copy of the registration certificate.

### What paper work do I need to send on foals?

- ALL foals MUST BE registered. A foal can be sold on a registration application ONLY if it sells at the side of a mare.

### Will we print pictures?

- If you have a quality photo of your horse we may use it in a promotional brochure and/or in some advertising. Just send it in with your consignment form or e-mail to [pasinc@aol.com](mailto:pasinc@aol.com) (JPEG 266 dpi) with sale name, consignor's name and name of horse.

### When do I get paid?

- Checks for sale proceeds are mailed 10 banking days after the sale IF all paper work is in order.

### What health papers do I need?

- The **ORIGINAL Negative Coggins Report** dated within twelve (12) MONTHS prior to sale date.
- An **Interstate Health Certificate** dated within 30 days prior to sale date.

### What Hip Number(s) will I receive?

- SALE ORDER will be determined by alphabetical order of the first letter of the DAM'S name (in the case of two day sales, see the consignment form for sale order of second day). See the consignment form for starting letter for each session.
- If your horses fall in the order back to back, they will be split by 5 to 10 or more horses for your convenience, unless requested to leave them together.

### What do I need to bring to the sale?

- Feed and hay, buckets, grooming equipment, a nice halter or bridle to show your horse in, a NEW halter to leave on your horse for the buyer, tools to clean your stall and stall area, saddle and bridle if your horse will ride, materials to hang buckets and stall decorations.

### How do I find my stall?

- **CHECK IN** at the Stable Office or with the Security Office upon arrival.
- Sale Hip Numbers will be posted on each stall. All of your horses will be stalled together. Initial bedding is provided. If you want to be stalled with another consignor, let us know no later than 2 weeks prior to the sale.
- If you need to arrive early, check with our office for arrival schedule and cost.

### Should I ride my horse at the sale?

- ABSOLUTELY! If your horse is broke, show it in the Sale Demonstration. Treat the Sale Demonstration like a major show.
- The Sale Demonstration is a structured presentation for Sale entries. The demonstration will be held on the morning prior to the Sale.

### Do I have to wear a hard hat if I jump?

- Yes. This is for your safety.

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PO Box 1399, Leesburg, Va 20177

(800) 240-7900

(703) 777-6975

Fax (703) 777-5580

email: [PASINC@aol.com](mailto:PASINC@aol.com)



Professional  
AUCTION SERVICES, INC.

web site: [professionalauction.com](http://professionalauction.com)

### **Can I ride my horse in the sale ring?**

- Yes. We recommend riding trained or started horses in the sale ring. The rider should wear appropriate **SHOW CLOTHING**.
- You will be responsible for getting your horse to the Auction Ring and taking it back to the stall.

### **Will someone be available to lead my horse into the sale ring?**

- Horses that are not ridden may be led into the Auction Ring by one of our handlers.

### **What if my horse gets sick or hurt and can not come to the sale?**

- Send us a Vet Certificate on the injury or illness and you will not be charged the withdrawal fee. Substitutions are allowed in the event of injury to or death of the horse. A substitute fee will be charged in addition to the consignment fee.

### **What happens if I sell my horse before the sale and do not bring it? OR I do not bring it for any reason other than a veterinary excuse?**

- There is a substantial withdrawal fee for doing this once your horse has been accepted for the sale (see consignment contract). If you sell your horse beforehand, or do not bring it for any reason other than a veterinary excuse, you will owe the consignment fee plus the withdrawal fee.

### **What can I do to help get the most money for my horse?**

- Treat the sale like a major show. The judges (the buyers) will reward you with money by bidding on your horse.
- Be sure that your horse is fit, in good condition, clipped and cleaned properly.
- Be sure that your horse is clean and ready to show EARLY on sale day. You should be clean and wear nice clothes on sale day.
- Use the Sale Demonstration to show your horse.
- Stay by your stall to be sure you can help any potential customers and keep your stall area neat. Be pleasant and helpful.
- Stall displays and decorations will draw attention to your horse. (Signs, pictures, scrapbooks, stall curtains, refreshments etc.)

### **What happens when I bring my horse to the Sale Ring?**

- A member of our staff will approach you and discuss any minimum price or other price information and relay it to the Auctioneer. He will keep you informed of what is happening in the sale ring. We recommend you let one of our handlers take your horse in the sale ring so you can stay with your consignor representative.
- **If you decide not to sell your horse for the amount bid**, you need to announce "NO SALE" to the auctioneer or consignor representative before the horse leaves the sale ring. **MAKE SURE IT IS ANNOUNCED**.
- You pay the consignment fee and a No Sale fee if your horse does not sell at the sale.
- If you **DO NOT SELL YOUR HORSE** in the sale ring and are approached by a buyer afterwards, bring the buyer to the sale office. We will handle the transaction, otherwise the terms and conditions that protect you will not apply.

### **What are my responsibilities?**

- Properly completing the consignment form.
- **Obtaining proper HEALTH PAPERS.**
- Providing original registration certificates, proper transfers and other required paperwork.
- Accurate representation of your horse.
- Disclosure of any unsoundnesses or defects.
- The presentation of your horse to customers.

### **What does the auction company do?**

- We promote your horse to thousands of potential buyers through advertising and direct mail.
- We provide a quality marketplace to present your horses to prospective buyers.
- We provide printed material helping you understand and make best use of the Auction process.
- We provide a professional staff trained to get Top Dollar for your horse.
- We help negotiate the price.
- We handle the money and paper work in the transaction.
- We help if any questions arise between the buyer and seller concerning the sale of the horse.

**We make selling easy!**



**If you have additional questions please call us at 1-800-240-7900**