

ANSWERS

TO THE MOST FREQUENTLY ASKED QUESTIONS ABOUT OUR AUCTIONS

The Virginia Hunter & Sport Horse Sale

How do I enter my horse/pony for the Sale?

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

- 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.

Including...

- Your name, address and phone numbers
- The owner's name, address and phone numbers (if different from name of consignor)
- Horse's/Pony's name, breed, registration # (if any), year foaled, color, sex, and size (be sure that this is accurate).
- Fill out the pedigree. Complete the owner's statement, as you would like it to appear in the catalog. It is a written sales pitch. Include information on training, show record, breeding, etc.
- Sign and date the form
- Return the form with the original registration certificate, if your horse/pony is registered, and we will deduct the consignment fee from your sale proceeds.
- **OR** return the form with the full consignment fee, if your entry is not registered. Partial consignment fee may be accepted on multiple entries.

Will you print pictures?

- If you have a quality photo of your horse/pony we may use it in advertising, the promotional brochure, the catalog, and/or on our website. Just send it in with the form. **POOR QUALITY AND UNFLATTERING PHOTOS WILL NOT BE USED. (Sorry no proofs.)**

When do I get paid?

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

What Hip number(s) will I receive?

- SALE ORDER will be determined by alphabetical order of the HORSE'S/PONY'S name. (See the Consignment Form for beginning sort letter.) Ponies will sell in the first session. Horses will sell in the second session.
- You will not have horses/ponies sell consecutively unless otherwise requested.

What paper work do I need to send on foals?

- If your horse/pony is eligible for registry, send the application to applicable registry, immediately.
- If you wish to represent your horse/pony as registered, you must provide the appropriate registration certificate and transfer information. **YOU ARE RESPONSIBLE.** We pay you only when ALL paper work is complete, in order and received in our office.

What health papers do I need?

- The ORIGINAL Negative Coggins Report dated within twelve (12) MONTHS prior to the date of the sale.
- A Health Certificate within 30 days prior to the date of the sale, for horses from outside of VA.

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

- Send us a Vet Certificate on the injury or illness and you may substitute another horse/pony in the same sale position for an additional Substitute Fee or withdraw your horse/pony and pay only the full consignment fee. Substitutes must be in our office on Monday prior to the sale.

What happens if I sell my horse/pony before the sale?

- **THERE IS A SUBSTANTIAL WITHDRAWAL FEE** for selling once your horse/pony has been accepted for the sale. Please refer to the Consignment Contract on your Consignment Form for this fee. Once we receive your entry, we spend time and money to help you sell.

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(800) 240-7900

(703) 777-6975

Fax (703) 777-5580

email: PASINC@aol.com



Professional
AUCTION SERVICES, INC.

web site: professionalauction.com

What does the Seller have to disclose?

- You, the seller, are responsible for disclosure of any unsoundnesses or defects. See the Consignment Contract.

What do I need to bring to the sale?

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

How do I find my stall?

- Barn Charts will be located in each barn and in the Sale Office.
- Hip Numbers will be posted on each stall and security personnel will have a barn chart. All of your horses/ponies will be stalled together. Initial bedding is provided. If you want to be stalled with another consignor, let us know at least 2 weeks prior to the sale.

Should I ride my horse/pony at the sale?

- ABSOLUTELY! If your horse/pony is broke, show it in the Demonstration. Treat the Demonstration like a major show.

Who takes my horse/pony to the sale ring?

- You, are responsible for bringing your horse/pony to the sale ring and taking your horse/pony back to the stall after it sells.

Should I ride my horse/pony in the sale ring?

- If your horse/pony is broke and quiet, you may ride it in the sale ring.

Will someone lead my horse/pony into the sale ring?

- We provide handlers to lead your horse/pony in if you wish. There is no extra charge for this.

What can I do to help get the most money for my horse/pony?

- Treat the sale like a major show with a lot of judges. These judges will reward you with money by bidding on your horse/pony.
- Be sure that your horse/pony is fit and in good condition, is clipped properly, its feet are in good condition and it is clean.
- Be sure that your horse/pony is clean and ready to show EARLY on sale day. You should be clean and wear nice clothes on sale day.
- 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/pony. (Signs, pictures, scrapbooks, stall curtains, refreshments and other information on your farm, stallion etc.)

What do I do if I decide not to sell my horse/pony for the price bid?

- When you bring your horse/pony to the sale ring. A member of our staff, we call a consignor representative, will approach you and discuss your minimum price or reserve, if you have one, and relay it to the Auctioneer. He will also keep you informed of what is happening in the sale ring. If you don't have a handler for your horse/pony, we recommend you let one of our handlers take it in the sale ring, so you can stay with our consignor representative.
- If you decide not to sell your horse/pony for the amount bid, you need to announce "NO SALE" to the auctioneer or consignor representative before the horse/pony leaves the sale ring.
- You pay the Consignment Fee and a No Sale Fee if your horse/pony does not sell at the sale.
- If you DO NOT SELL YOUR HORSE/PONY in the sale ring and are approached by a buyer afterwards, bring the buyer to the sale office. We will handle the transaction.

What does the auction company do?

- We promote your horse/pony to thousands of potential buyers through advertising and direct mail.
- We provide a quality marketplace to present your horse/pony to prospective buyers.
- We provide printed material to help you understand and make best use of the Auction process.
- We help present your horse/pony.
- We provide a professional staff, trained to get Top Dollar for your horse/pony.
- 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/pony.

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

