



Leone Equestrian Law LLC

News and Tips - November 2018

# The Five-Figure Sale Danger Zone

By Armand Leone

Looking back over "horse deals gone bad" in both my personal riding career and professional career representing horse owners and trainers, the most difficult disputes to resolve are those when the price of the horse and the cost of litigation are the same. This no man's land involves horses that are sold for five figures—that is a price between \$10,000 to \$90,000. Even if it is an "as is" sale, it costs to defend against claims of negligence, fraud, and misrepresentation. These costs can eat up not only the seller's profit on the sale, but also cause a loss of the underlying money that was used to buy the sale horse.

Most sales result in happy new owners, sellers and trainers. But not always.

Each year, I work on representing professional horse people defending against claims of negligence, non-disclosure of medical problems, or other misrepresentations in the sale of a horse. At the end of the day, the purchaser has a lame or problem horse and the money back. The seller has spent the money paying bills or on another horse, and feels no obligation to take back a horse that was sold and likely has injuries and new training problems. Both sides rest on principle, and litigation follows.

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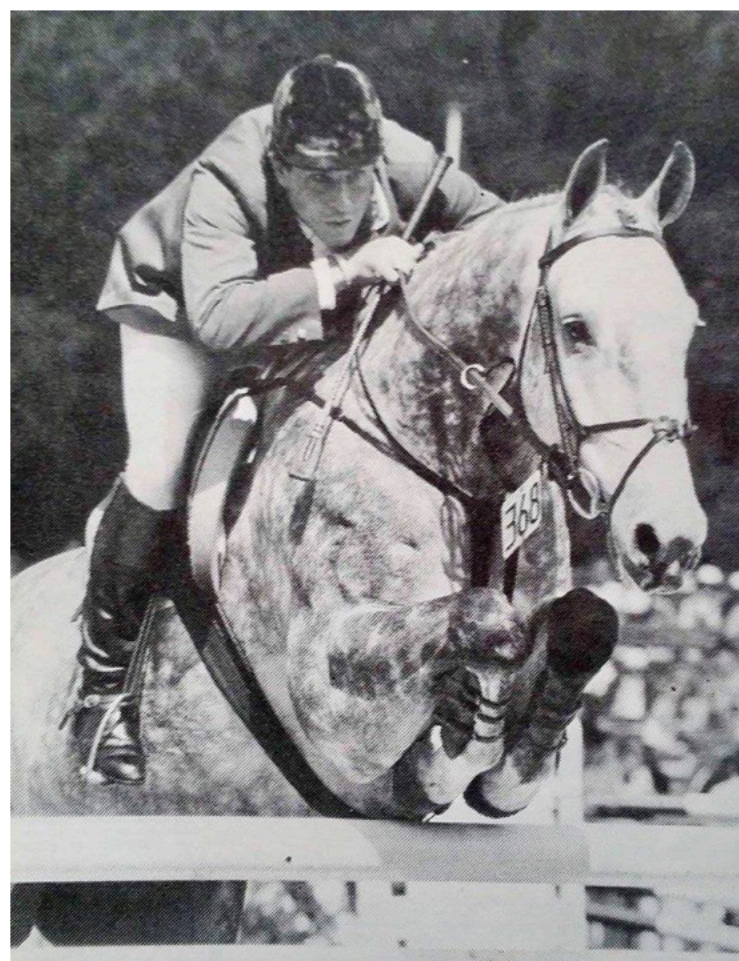


## Tip of the Month: Letting Your Horse Be Used in Lessons

Thinking about allowing your horse to be used in lessons? Implement one of the following:

1. Include your name in the liability waiver.
2. Ask to be included in the barn's liability insurance.
3. Consider purchasing your own liability insurance coverage.

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## From the Archives

Armand Leone and Lorenzo at the 1986 CSIO Rotterdam - "Lorenzo was a horse I borrowed for a European tour, and we won some good ribbons. He wasn't flashy, but he jumped around the Hickstead Derby with me that year with 12 faults. I'll agree he wasn't the greatest, but I have special place in my heart for him. He got me through the double liverpools, the bank, the water, and the devil's dyke."



Leone Equestrian Law LLC provides legal services and consultation for equestrian professionals ranging from riders and trainers to owners and show managers in the FEI disciplines on a wide variety of issues.

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