



## LEONE EQUESTRIAN LAW LLC

201-444-1644  
info@equestriancounsel.com



### Selling a Horse? What To Consider and How To Mitigate Risks in Off-Farm Trials

By Armand Leone, Jr.

It wasn't all that long ago that a prospective buyer would try a horse once, maybe pop a few fences, and then decide whether to buy it. Sometimes they'd come back the next day for a second ride to finalize their decision and call their veterinarian. But the landscape of what buyers expect before they part with their money has shifted enormously, with many now wanting multiple trial rides. Some buyers want a trial period — sometimes for a week or more — at the potential new owner's barn before making a final decision.



*An off-farm trial can have many benefits for both the seller and the prospective buyer, but both must go into it with their eyes open and a solid contract in place.*

A trial allows a prospective owner to get to know the horse much more intimately before purchase, but that could come with a multitude of pitfalls, so what are some of the considerations before deciding whether a trial period is a good course of action for you?

#### Work Out the Details

During a trial, it is important that both parties agree to the specifics of how the horse will be kept. These terms all need to be made explicit and reflected in an agreement signed by both parties before the start of any off-property trial. They include:

- Length
- Location of the horse during trial
- Authorized rider/s
- Authorized trainer/s
- Limitations on use (e.g., size of jumps, number of days worked)
- Insurance
- Costs of shipping

[Read the full article on Chronicle of the Horse](#)

### Shady Deals: How To Spot the Warning Signs When Horse Shopping

By Armand Leone and Jessica E. Choper

**Q:** I'm shopping for my first horse. I've been warned about sellers who misrepresent their sale horses. What situations should I be wary of during my search?



*Make sure you are not duped or bounced into a quick decision when horse shopping.*

**A:** I'm glad you're being cautious during this process because dishonest sales practices occur in the equine industry more than we care to admit. Deceptive practices can occur at all levels of horse sales, and unfortunately, a first-time horse buyer can fall victim because they lack experience in spotting the warning signs.

If you have not already enlisted the help of a knowledgeable professional, I highly recommend you take that step first. As you get started with the horse-shopping process, here are a few situations that could set off alarm bells:

- The deal seems too good to be true
- The horse is already tacked up when you arrive
- Trouble with the vet check
- Being rushed into a quick decision

Go with your instincts. If you get an unsettled feeling about a horse or a situation, it might be a sign to move on and look elsewhere. When you find a horse who seems like a great match, try to get to know the horse as well as you can before you make a decision during a trial period or a return visit to the seller's barn. Schedule a pre-purchase exam with an objective veterinarian, and whatever you do, don't feel rushed to decide.

[Read the full article on Horse Network](#)

*For advice and counsel related to the equestrian industry, contact Leone Equestrian Law at [info@equestriancounsel.com](mailto:info@equestriancounsel.com).*

*Led by Armand Leone, Jr., MD, JD, MBA, 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.*

*Visit us on [Instagram](#), [Facebook](#), and [www.equestriancounsel.com](http://www.equestriancounsel.com) to learn more.*

*175 Rock Road, Glen Rock, NJ 07452 - 201.444.1644*