

Great Horses of America
'Finding Great Homes for Great Horses'
20 yrs experience – Professional Sales, Training & Consulting
www.GreatHorses.org Teresa Kackert 619-572-3087

Consignment Horse Sales General Information Only

Rev. 1-12

Welcome to Great Horses of America! (a dba of Signal Mount Equestrian, Inc.)

Our horses are some of the best in the Country – and so is yours! We go to extreme ends to find, train and offer only the best horses on the market. Most of our horses have an ideal temperament, disposition, are multi-skilled, versatile, sound and ideally usable by most members of a family. Our CERTIFIED, Classical Equitation and Natural Horsemanship **'Soft Touch' training** program, combined with our 20 years of PROFESSIONAL experience, including our industry leading **'CONFIDENCE BUILDING'** program (2 acres onsite with over 15 obstacles including a water crossing) now located on our own 900 acre gated & fenced private facility with miles of flat & hilly trails, make our program impossible to beat! Email us your location and we'll send you a shipping quote right away. With your permission, we can pick up your horse without you being there, no problems, no worries, we make it simple! GreatHorses@msn.com or just give me a call on my cell: 619-572-3087

However, with horses nothing stays the same without a lot of work! Unless your horse has a: training or physical limitation or you let us know otherwise, **we will school all horses on both western and English seat**, trail and arena riding, obstacle course challenges and minimal show jumping (if able) – all within the time constraints of the Sales Package you select below. The more skills, the more value, the easier to sell but it might require a higher package as well! Please let us know your interest.

Therefore, in order to support **'TOP VALUE' pricing for you, our client** and to keep our reputation for the horses we offer and to promote the best in the industry, we must have high standards. We love all horses but we must be realistic also: the prettiest/most handsome, best skilled, quietest horses sell the quickest and bring the most money. If yours is already there then we will all do well. However, if it is not quite there yet, we can either help you get him or her there or leave them as is and offer it as such. We will NOT misrepresent or sell a horse for anything other than what it is but we also want to make sure you get TOP DOLLAR for your horse. Keep in mind, if your horse has a little 'quirk' or some other issue, please let us know and as Certified professional trainers, we can work on it! We have successfully increased the value of many horses brought into us which the owner had under-priced and undervalued! Our marketing, sales and training programs will increase the value of your horse!

I am an AQHA Professional Horseman, Professional Rider, CERTIFIED Horse Trainer and CERTIFIED Riding Instructor. I buy, sell and train horses for a living full time and have done so for over 20 years – I am qualified to represent you and your horse. You will go a long way before you find anyone else with my credentials, ability and historical success. No one will sell your horse faster than I can and receive maximum market value - provided our expectations are reasonable. If you like, I can give you an estimation of the 'market value' of your horse at no charge – just give me a call or send me an email with a full description and photos. I also offer a hands-on 'Professional Evaluation' service for a small fee which is the best way to evaluate your horse. Either trailer in or I can come to you when available. (email me for a quote and to check availability)

As a family run business, we are lifetime professionals with over 60 years combined experience in this industry in the Southern California horse market. Our reputation and our customers are our lifeline. You can rest assured that if 'anyone' can sell your horse for its **MAXIMUM MARKET VALUE** – it is us! If for some reason you haven't visited our website already, please take the opportunity to do so now. We thank you for your business! **Our current average is only 90 days to sell a good horse; 'GREAT HORSES' sell even faster – just check our out 'Hall of Fame' sale horses page on our website, 30 – 60 days is very possible!**

AMAZING Onsite Promotion: BEST OPPORTUNITY TO SELL! VERY CONVENIENT! We do it all for you! (see below)

Our ONSITE Consignment Clients Can Receive: NO other stable in the country provides all the services we do!

1. **Full 'SPOTLIGHT' exposure** on our **highly successful WEBSITE: www.GreatHorses.org: multiple photos (video avail. \$)**
 - a. Extensive web exposure because all of our print advertising (Riding Magazine, Horsetrader, Local publications, Equine events, Direct Mailings, Flyers & email campaigns direct buyers there (\$1500 / mo. Advertising budget!)
 - b. Actual ads placed in third party publications are extra and paid by client (ex. Horsetrader \$35 ea, \$70/month)
2. Our sales staff taking all calls and scheduling & performing showing appointments, negotiations – **worry and trouble free for you** (Included for all 'Onsite' horses up to 'prepaid' package limits, if exceeded then higher package cost applies).
3. Benefit of our years of sales experience, satisfied customer referrals & professional contacts – over 20 years and **NATIONWIDE!** We have 10 - 20 sale horses on site at all times, every shopper sees every horse every time!
4. Our **Professional CERTIFIED** training, riding, grooming & handling at all times.
5. Full service boarding options for a fee – **MAXIMUM CONVENIENCE** – more TLC for your horse!
6. **Discount horse shipping** when brought 'in' or 'out' when sold – call or email for a free quote!
7. Onsite horses receive our **constant supervision, care, training & security – we live onsite.**

Again, we are lifetime horse professionals and can work with, train and sell any horse at any level. The prices of our horses range anywhere from \$2,500 to \$20,000, we sell and train weanlings, yearlings, un-started, started and finished mares, geldings and

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stallions in any discipline: family horses of all kinds: gaited horses, reiners, jumpers, eventers, trail competitors and we absolutely specialize in preparing and targeting VERSATILE, FAMILY and SPORT STYLE HORSES from beginner to advanced. Our historic average time to sell a 'Great Horse' is LESS than 90 days! No other stable in the country sells like we do!
Trainers routinely bring multiple clients per visit to shop!

Sellers / Owners must select BOTH a 'Sale Package' AND a 'Boarding Package'. Checks preferred: pay to 'Great Horses' Credit & debit cards accepted. All prices, terms and offers are subject to change. Contracts and restrictions apply.

1. **SALES Package** - All horses at our stable are required to be in a Sales 'Training' package at some level (this keeps your horse tuned up and ready to sell at any time!) plus Board below. We are a FULL SERVICE stable and can provide ANY possible horse related service for your convenience – why worry, we can do it all for you! Your horse will love us!

'Sales Packages' below include Professional Training sessions to be used as needed or as directed by you: for riding, training, including 'tune ups', sale showings, photography, grooming, clipping, prepping for sale showings, etc. We will bring or keep your horse at the 'sale level' & price you desire: if the horse is 'green' and you want it to sell 'green' then we will not spend time & money trying to make a finished show jumper out of it! However, sellers who want their horse to sell for TOP DOLLAR or as a kid or family trail horse but can't saddle it will require more time and thus a higher package – or a lower price. We're SUPER FLEXIBLE – it's all up to you. Sessions are the simplest and most cost effective way for both owner & trainer to manage their time and finances, this way you and your horse get the most for your money – we GUARANTY IT. Unused time is carried forward or refunded when your horse sells.

PROMOTIONAL NEW CLIENT PRICING – Menifee Meadows Equestrian Center eff 1-1-12 (ea session, up to 45 min)

- a. "Bronze" - ~~\$300/mo.~~ \$250 /mo Incl. 2 sessions per week, **minimum required for each sale horse**
 - b. "Silver" - ~~\$440/mo.~~ \$350 /mo Incl. 3 sessions per week!
 - c. "Gold" - ~~\$600/mo.~~ \$450 /mo Incl. 4 sessions per week!
 - d. "Platinum" - ~~\$780/mo.~~ \$550 /mo Incl. 5 sessions per week!
 - e. **Park & Sell** – ~~\$395/mo~~ board only, available only after one month of Sales 'training', all expenses, services, training and sales time is extra, \$50 each session, photo shoot \$95. **Now ONLY \$295 /mo.**
2. **BOARDING Package:** ALL board packages include: hay (primarily alfalfa) two times per day (based on avg 15.2h, 1000 lb horse, approx 8 pounds total per feeding, 16 lbs per day (orchard, Bermuda & oat hay is also avail as is lunch for a fee), **24x24** pipe corral with shade shelter (larger enclosures 48', 60' & box stalls are avail), water, regular pen cleaning, **fly mask 'on' if owner provides**, rinsing as needed after training sessions, hoof oil, whisker clip, etc. ALL other 'T.L.C' services are available upon request for a small additional fee: ex. Any special hay or feed request, anything other than alfalfa and Bermuda 50/50 including supplements, lunch, blanketing, turn outs, shipping, farrier, etc...is extra.

PROMOTIONAL NEW CLIENT PRICING – Menifee Meadows Equestrian Center eff. 1-1-12

- a. "Bronze" - ~~\$295~~ **ONLY \$245 /mo. (minimum required)** includes above items, 24x24 corral with shade
 - b. "Silver" - ~~\$325~~ 24x48 corral or 24x48 mare motel stall **Now ONLY \$275 /mo!**
 - c. "Gold" - ~~\$350~~ 48x48 corral or 48x48 mare motel! **Now ONLY \$300 /mo!**
 - d. "Platinum" - ~~\$375~~ 30x100 enclosure with safety fencing! **Now ONLY \$350 /mo!**
 - f. **Queen** - ~~\$400~~ 60'x80' enclosure with safety fence! **Now ONLY \$350 /mo!**
 - g. **King** – Box Stall 12'x16' jumbo, lighted: Complete \$495; Bare (shavings \$15 ea, turnout \$30) ONLY \$350!
 - h. Additional fee for 'additional horse' in a large enclosure: **Now ONLY \$245!**
 - i. **Pasture Boarding** for second onsite horse only – waits while the other one sells first!; ~~\$250~~ **Now ONLY \$200**
3. **COMMISSION:** due to our overwhelming success in placing horses in new homes in record setting time, way above the industry average, we have devised an incentive based system (minimum commission is always \$500).
 - a. 20% of the sales price if sales contract is signed within the first 30 days the horse is on our property
 - b. 15% of the sales price if signed within the next 30 days (ie. Days 31 –60)
 - c. 10% of the sales price if at any time after 61 days

Thanks again for your time, we look forward to hearing from you. Remember, we're happy to give you a ballpark estimate of your horse's value at no charge; just give me a call or send me an email. We want your business, we service our clients, **we are the best in the business at what we do – your horse may be worth more than you think! Come on out for a site visit too!**

Teresa E. Kackert, Pres.

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Family Horse Specialist, Natural Horsemanship Certified

20 Years Experience 619-572-3087