15 CRUCIAL TIPS TO BUYING A CUTTING HORSE





Remember to Budget ALL Your Expenses



 An expensive horse isn't always the best horse, nor is the cheapest horse always the least competitive.
 BUT the cheaper the horse, the more problems you often acquire!



DO NOT GET IN A HURRY, DO YOUR HOMEWORK ON THE HORSE'S HISTORY:

NCHA, Equistat (will report all earnings, placings, show & rider), Owners, Trainers, etc.

See the CHTO budget tool for a full list of monthly expenses

1. Identify and be realistic about what your goals are with the sport of cutting:

• What is my *riding ability*?

• *How much can I afford* to spend on a horse or afford to lose? Due to age sometimes you may have to sell a horse for less than you purchased it for.

• What level of competition do I want this horse for?

2. Sometimes purchasing the horse can be the cheapest part.

An example of **monthly** expenses include but are not limited to; (see the <u>CHTO budget tool</u> for a full list):

- Training approx \$1,200
- Entries approx \$1,200 (4 weekend shows)
- Transport to shows approx \$300 (@ 50c per mile)
- Vet/farrier/miscellaneous \$250

3. Ride with a trainer before you purchase so they know what level of rider you are, and what classes you should compete in so they can advise you on a horse.

They will need to know how much you wish to spend on a horse so they know where to start looking.

4. Make the effort to try several horses.

► They will all feel different. The more you try, the more you will





7. Be realistic about how many times a week you are going to practice and work your horse, given your work schedule.



identify with your trainer what type of horse you get on with better. Testing a lot of horses will also help hone your gut instincts on horses that will suit you.

For example:

- You may ride a smaller horse better than a bigger horse
- You may like the feel of a horse that is more relaxed on a cow versus a hot horse
- We all like cowy horses but if you don't know how to use your feet properly yet, you may not be able to control them

•Get the horse that meets you where you are at now, **not where you want to be**, that horse will come later when you are ready.



5. Get someone to video you when you try them, so you can go home and watch it.

Have your trainer work the horse as well because he or she needs to feel the horse and they need to watch you ride it. <u>Trust your trainer on this.</u>

6. Be aware of any soundness issues.

➤ Always have your vet check any horse you are interested in. Remember there are horses that may have a potential minor issue on their X-rays, however if they are



managed correctly, they may never have any problems and can still take you to the winner's circle.

➤ This again helps determine what mindset of horse you will need to fit into your program. For example, a hot minded horse that needs a lot of loping and attention each time you ride, may not be a practical choice for you.



8. If you can afford it, having a practice horse, or at least access to one, is really important.

➤ This is a horse that you can ride on the flag at home or cattle by yourself where you can be more focused on your timing and feel and not jeopardize the training that has gone into your competition horse.

➤ Talk to your trainer, many times they will



have a practice horse you can work. This can be hard to comprehend however it is very natural for a horse to learn how it can cheat if not worked consistently. It's a bit like when the boss is away, sometimes employees lose their edge.



9. <u>Never buy a horse on price alone</u> or because you think you're getting a good deal. *It could cost you more in the long run*.

- > Things that affect the value of the horse include:
- **Bloodlines** How closely is the horse related to proven performers? The closer it is, the higher the value.
- **Performance** The horse's own history of competition (this is obviously for horses aged 3 and up). The more they have won, the more they can be worth. A horse is approximately worth the total of prize money it has won.
- Age In cutting, a young horse with excellent breeding can often be worth more than when it is older. Once a horse moves past 6 years of age and can no longer compete in





the major aged events, its value generally goes down as there is less opportunity to recoup your purchase price through competition winnings. However, solid well trained horses can still fetch strong prices past this age.

- **Training** The amount of training a horse has had increases it value, however a horse passed around multiple trainers may lose value.
- Sex Mares and Stallions will always bring higher prices because of their breeding potential. Proven producers are even more valuable than just good bloodlines.



• **Trends** - Certain bloodlines and even training styles can gain popularity at different times which creates a high demand for particular horses, thus driving up their prices.

10. Places to find a horse. There are many ways you can search for a cutting horse:

• Horse auctions, such as the NCHA <u>Western Bloodstock</u> sales held at the major aged events in Fort Worth down to local horse sales in your area. Another auction house that holds four sales a year is <u>Triangle Horse Sales</u>. All sales feature cutting horses which are demonstrated on either live cows or a mechanical cow.



- Study the sales book first with your trainer, look at the bloodlines, watch it move or visit it before the sale, look at the x-rays, have your vet take a look and set your price limit so you don't make an emotional decision and get carried away during bidding.
- There are different types of sales including Production, Consignment, & Dispersal. There are also online auctions such as <u>prohorseservices.com</u> and more.



- **Breeders.** Contact breeders and ask them if they have any horses of the age, size, temperament and price range you are looking for. This is often more appropriate for intermediate and advanced riders as breeders will generally be selling younger horses. It is a great way however to build your knowledge of bloodlines by talking with breeders about the horses and traits and what their horses have won etc.
- **Owners**. The owner can provide the horse's performance history and also may give helpful information regarding training and habits. <u>Horsealley.com</u> has a list of cutting horse ranches as does <u>cuttinghorsecentral.com/ranches</u>



- Trainers. If trainers don't personally own or have a client that is selling a horse, they are always connected to a wider cutting network to find a horse for you. This makes them an agent and as such they will charge a commission (generally 5%-10% of purchase price) for the service. Remember, this is money well-spent as they will generally find you the best horse to suit your needs. This avenue is probably one of, if not the most common way, people buy their cutting horses.
 > If you buy through a trainer, consider keeping the horse with the same trainer as changing the horse's program may introduce problems. Consistency is important.
- **Classifieds,** both print and online. Make sure you see a video of the horse if you can't visit the horse yourself. Ride it there and ask if you can take it home to try it or even compete on it at your local show before purchasing.

11. <u>The AQHA</u> has some great info on its site about *questions to ask the seller*, such as:



- How much has the horse been ridden the past year?
- Who has ridden the horse the most trainer, amateur, youth?
- How easy is the horse to handle after being turned out for a while and not ridden? What kind of equipment has been used? (bit, special equipment, i.e. martingale tiedown)



Some good sources for cutting horses include:

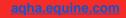


cuttinghorsesforsale.com



ranchworldads.com

equinerscom





cuttinghorsecentral.com



dreamhorse.com



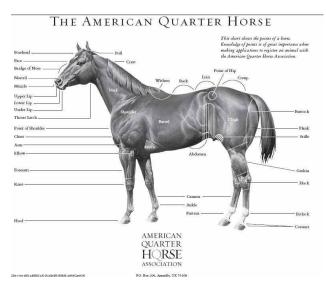
www.horsealley.com/

- How much training has the horse received and in what areas?
- Where has the horse been stalled?
- What type of feed and roughage does the horse eat and what is the feeding schedule?
- What kind of health (good,bad) has the horse had during the past year?
- Has the horse ever had any colic episodes?
- How often is the horse dewormed or shod?
- Does the horse have any vices (i.e., cribbing, biting, trailer shyness, kicking, pawing, pacing)?
- How often has the horse been away from home, and what is his behavior in different surroundings?
- How does the horse react when being shod, clipped or dewormed?
- Has the horse been vaccinated, have a coggins, etc.?
- Has the horse had any medication today?
- And the best question Why is the horse for sale?

12. Evaluating a horse. Besides your riding ability, your goals and your budget, there are 3 main things to consider when looking at a horse to buy.

They are conformation, movement and disposition.

• **Conformation** is all about how the horse is put together, from bone structure to proportions





and muscling.

While conformation is very important as horses with good conformation for cutting will tend to break down less, there are always exceptions to the rule.



 CHTO has a brilliant video on this with world renowned expert Dr Jim Heird.
 <u>Click HERE to watch</u>.



 Movement looks at how easily a horse can walk, trot, lope, and gallop, turn, change leads and much more. A horse that is athletic will generally have great natural balance (like a human athlete) and display grace in their movements. They will often show a preference for loping on a left or right lead, but should ideally be able to effortlessly change the lead make transitions when asked.



• **Disposition** or temperament of a horse can be obvious or subtle depending on the horse. Such traits include, nervousness, calmness, willingness to learn, laziness, cowy-ness, rudeness, resistant, hot-headedness, etc. Another thing to consider is whether or not you have any chemistry together. Don't make the mistake of buying an athletic, well bred horse, only to not get along with it and have it sour your cutting experience or lose your confidence.



13. <u>Always</u> be sure a horse has a negative Coggins test before you purchase.



THE COGGINS TEST

- The only way to accurately determine whether a horse is infected with the EIA virus is by a serum test.
- The most commonly used method is the Coggins test, also known as the agar gel immunodiffusion (AGID) test.
- Each year more than a million horses are screened for EIA by this test.

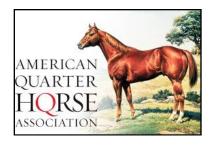
Ask to see the certificate of the blood test.
 Check its vaccination history.

14. Make sure you get the AQHA registration papers for the horse once you have purchased and make sure the seller notifies the AQHA of the transfer of ownership before you plan to compete.

CONFEDERATE GREY	Am	44 70069	168		ESSEE
00.09	864	FEASO		I CNN	E33EE
GRAY	GELDING	APRIL 13	2003	11471-00	
MANSFIELD BERT R		1556736*			ESSEE
OWER		AD-IX IS NUMBER	GRY	\$1478-08	
MANSFIELD BERT R		1556736	TAFT	TENN	ESSEE
			JUST A F		15873
574	FRECKLES	CANDOO	256938 0TGE'S C	ANDELA	10133
SOLONO CANDOO	3448753				
	MISTY GLD	SOL AND	RICKY SD 253274		18114
			MISTY RD		11777
			BONANZA*	S CHARP	04163
	BONANZA K	ING STUMP	107103	3	
MISS DAKOTA BEE	2402616		SPIVA'S	FANCY	01490
			DOUBLE J		10463
	MISS GREY	BEE	131304 MISS GRE	2 EACLE	06537
STAR, NO OTHER MARK				· ·····	30,31
	This is to confly that the above same	é and discribed kons has keen	regionered in the Shad Book of T	Die American (bastier Horse Aus	
	PROSPECTIVE PUNCHASER - Chain militae by the contar of time of function, condition that the Association has the rules, and panding maschrists of the r	el and described hose has been 21% hoses y authings, cards and almina burker authings to describe any descript to describe the second s	regioners in the Shut Book of T Nac sparse from sectoristic Third	The American Gaurter Horse Aus LoopThate is haven if a neith online Moder is searching for Assess Date, consectability, or any other al	ncation. Na an action againstan again again Tala inggan again ag
	Place is a survey that the above same moopercrite functionales — place indexes and percent and the second states are percent as a second CAUT GOALD APR TIL 22, 200	A the heaver's markings, unler and advantation marking and by the continuing priority is downaid to marker, the Association may reaso	ngeneri i to bat kai a' ka gan da to setta a su saturati i to setta a su saturati i to saturati saturati i to saturati saturati i to saturati saturati i to saturati	Par American disartar Horar An ang Shahar Shanara Par Anan Shahara Shahara Yu Anan Shahara Sha	scatore. Non-set faces and sector and face research under descetor
(e)	APRIL 22, 200	A first statute and the second s	Bill	n Br	
(D)	APRIL 22, 200	4	Billion Constants in the		ce messen
	APRIL 22, 200 TRA	ANSFER RECO	Alternative for another that a strategy of the second seco	and the second is a second in the second is the second sec	CE PRESIDENT
Quarter Horse Association - along will as instructed.	APRIL 22, 200 TRA the present over a final state of the present over a final state of the present over a final state the present over a final state over the regulation overfloat and	And the second of the second s	Alex spanse of the sections. The section of the sec	An operation is based to add with one of the second	CE PRESIDENT
Date of Purchase N	APRIL 22, 200 TRA APRIL 22, 200 TRA the operated of the operation of the operation the operated of the operation of the operation the operated operation of the operation the operation operation of the operation the operation operation operation operation operation the operation operation operation operation operation the operation operation operation operation operation operation the operation	A SPEER RECO	And a set of the sections. The section is the section of the secti	DESCRIPTION OF THE PARTY OF THE	ICE PHERICAL ICE PHERICANT ICE PHERICANT ICE I The Averthin Information and maked
Date Parts Associate along will a instructed [20]: Date of Parchase N	APPRIL 22, 200 APRIL 22, 200 TRA the sense of the sense APRIL 22, 200 TRA the sense of the sense the sense of the sense the sense of the sense Difference USE COLL	An and the second secon	And a set of the sections. The section is the section of the secti	BARCONTRACTOR AND A SAME AND A SA	ICE PHERICAL ICE PHERICANT ICE PHERICANT ICE I The Averthin Information and maked
Date of Purchase N	APPENDIX AND AND A ADDRESS AND	An and the second secon	And a set of the sections. The section is the section of the secti	DESCRIPTION OF THE PARTY OF THE	ICE PHERIDANT
Date of Purchase N	APPENDIX AND AND A ADDRESS AND	An and the second secon	And a set of the sections. The section is the section of the secti	DESCRIPTION OF THE PARTY OF THE	ICE PHERIDANT
Date of Purchase N	APPENDIX AND AND A ADDRESS AND	An and the second secon	And a set of the sections. The section is the section of the secti	DESCRIPTION OF THE PARTY OF THE	ICE PHERIDANT
Date of Purchase N	APPENDIX AND AND A ADDRESS AND	An and the second secon	And a set of the sections. The section is the section of the secti	DESCRIPTION OF THE PARTY OF THE	ICE PHERIDANT

you will still be required to prove ownership to the NCHA before competing.

► If the horse is unregistered, then this is unnecessary, however



15. For a more in-depth document about purchasing a quarter horse - <u>click</u> <u>through to the AQHA's guide here.</u>

➤ Last of all, again, be realistic about your budget, time, and level of riding ability. This is a great sport on an amazing animal however it feels very demanding if you are not having fun and extremely stressful if you have overstretched your budget.

