



Straight from the Horse's Mouth

Volume 2, Issue 8

Helping to educate, and inform Brunswick County Horse owners

Marketing Your Horse: It's time to sell

In a time of economic downfall, many people are looking to sell their horses & decrease their cost. Check out this site on eXtension Horses for instructional videos that show you ideas on helping you market your horse. http://www.extension.org/pages/Horse_Salesmanship_and_Marketing

These presentations were originally given at the 2007 Equestrian Academy at the University of Nebraska-Lincoln by Lisa Fudge, Steyskal Stables, Omaha & Kathy Anderson, UNL Extension Horse Specialist. Videos include:

- Horse Salesmanship & Marketing: Introduction
- Horse Salesmanship & Marketing: Photography
- Horse Salesmanship & Marketing: Videography
- Getting Ready to Sell: Evaluating & Clipping
- Getting Ready to Sell: Clipping the Ears & Legs
- Getting Ready to Sell: Mane Pulling & Banding
- Getting Ready to Sell: The Finished Product
- Knowing How to Advertise Your Horse
- Selling Your Horse
- More Examples of Videography

Popular websites to list your horse for sale include:

- www.equinenow.com
- www.dreamhorse.com
- www.equinehits.com

Popular publications that run specific for the NC area include the *Horse Trader* magazine & the NCDA's *Agricultural Review*.

- www.horse-livestocktrader.com
- www.ncagr.gov/paffairs/agreview/index.htm

The key to any successful photo ad is simply a good picture. Often times, you might be turned away from a really nice horse;

Consignment Sale

because the photo is taken from a bad angle that makes the horse appear to have a huge head & small body. It is also a good idea to take photos of all your horses during the summer when their hair is short, slick, & shining. These can be kept on file in case you decide to sell the horse in the winter. You'll have a nice photo to advertise with rather than a scruffy, long-haired, horse.

Wilmington 4-H Horse Club is hosting another equestrian consignment sale on Saturday February 28, 2009, at the New Hanover County Extension Arboretum, starting at 8 am. Drop off is Friday from 5-6 pm or Saturday morning from 7-7:30am.

Pick up is available for barns if arranged in advance, depending on location a gas fee may be added on. Please contact us regarding this.

Volunteers are needed to check in items, set up for the sale, work the sale, check out items & clean up. You must sign up in time blocks. If you sign up for AT LEAST 6 hours you will be allowed early entry to the sale.

We will have items to raffle & baked goods to sell as well as plenty of horse items. Let your fellow horse people know...drop off your stuff to sell & buy some new things!

Contact Information: 910-520-5200

Website: www.geocities.com/ilm4h/horseclub

E-mail: ilm4h@yahoo.com



Marketing Your Horse, Consignment Sale



Short Courses, Upcoming Events, & Classifieds



www.ces.ncsu.edu

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2008-2009 Extension Horse Short Course & Clinic Series

Offered by: North Carolina State University, *Proudly co-sponsored by the North Carolina Horse Council*

Jan. 8-10 AQHA Specialized Novice Judging Short Course
 Jan. 10-11 Advanced Level Horse Breeding Short Course
 Jan. 17-18 NC Horse Management & REINS Conference
 Jan. 24 Advanced Level Horse Breeding Short Course
 Feb. 26 NCSU Horse Facility Short Course
 Feb. 27 Business Management for Horse Farm Operators
 Feb. 27-Mar. 1 VA/NC Volunteer Leaders Conference
 Mar. 2 Introduction to Animal Cruelty Law
 Mar. 3-5 Equine Investigators Short Course
 Mar. 13-14 NCSU Equine Hoof Care & Shoeing

May 6 Equine Ration Evaluation for Veterinarians
 May 7 NCSU Horse Feeding Short Course
 May 8 NCSU Horse Forage Management Course



Extension Horse Husbandry
 N.C. COOPERATIVE EXTENSION SERVICE

Please call our office (910) 253-2610 or Extension Horse Husbandry (919) 515-5784 to register or to receive the full brochure with all the details.

Upcoming Events at Ag Centers

Gov. Jim Hunt Horse Complex in Raleigh

December 12th - 14th

Cowboy Christmas Pro Rodeo & Gift Show Extravaganza

Call: (704) 882-6994 or e-mail

maprag9@aol.com

Contestant Entry: (704) 528-5812

December 20th - 21st

Carolina Main Event Show Circuit, LLC

www.ipass.net/cmesc

(919) 934-1344 or (919) 464-5915

December 28th - 31st

Raleigh Indoor Holiday Classic

www.trianglefarms.com

Becca Mispel – (919) 556-7321

January 3rd - 4th

Stallion Experience

Aaron Maye- (919) 612-1309

January 10th

ASAC Academy Show (Barn E Ring)

lizholmes@mebtel.net

(919) 765-2559

January 10th - 11th

METRA Roping

<http://www.metraweb.com/>

Tommy Brinley- (919) 669-4373

January 16th - 18th

NCHJA "C" Indoors

www.trianglefarms.com

Becca Mispel – (919) 556-7321

(Hunt Complex continued)

January 22nd - 25th

Raleigh Winter I Hunter

www.trianglefarms.com

Becca Mispel – (919) 556-7321

TBA

NC Eastern Quarter Horse Annual Meeting

www.EQHNC.com

Martin Bldg. (910) 892-3221

Sen. Bob Martin Eastern Ag Center in Williamston

December 13th - 14th

NC Horse Council Southern Horse Festival

www.NCHorseCouncil.com

Sammy Jenkins- (919) 201-3606

January 31st - February 1st

ECOSC Fuzzy & Fun Open Horse Show

www.EastCoastHorses.com

Trish Andrews (252) 792-3729

Western North Carolina Ag Center in Fletcher

December 16th, 23rd, & 30th

Blue Ridge Cowboy Church

www.brcowboychurch.org

Louis Gibson – (828) 273-9635

December 18th

Arden Horse Auction

Gayna Woody- (828) 775-9708

Advertisement

Classifieds — Place Your Ad

If you are interested in submitting an ad, all info & money must be turned into the Brunswick County Cooperative Extension Office by the 1st of the month when you want the ad to run. We will run all equine related ads— horses, tack, trailers, hay, etc.

ALL ADDS RUN FOR HAY WILL BE FREE.

The ad must be 50 words or less. If it exceeds 50 words, we will charge you double for the ad. All checks must be made out to "County of Brunswick". The info can be mailed to the office or submitted through e-mail.

Our mailing address is:

P.O. Box 109, Bolivia, NC 28422

E-mail submissions must be sent to Blair Green at

blair_wooten@ncsu.edu



Horses for lease in Supply

Riding privileges on 80 acres of trails & round pen included. Horses must be kept on property, feed, farrier, & shots included \$500 per month. Outdoor boarding for wire fence savvy horses only.

\$350 per month

Call for details 842-6634