



Terms of Engagement - If You've Enlisted Black Hawk Farm To Market and Sell Your Horse

Black Hawk Farm offers its marketing and brokering services at 10% of the sale price of a horse. Rather than you receiving 90% of the sale price, you receive 100% of your price and the purchasing party additionally pays 10% to Black Hawk Farm. New Zealand sales tax (GST) must be added to this service charge.

Please supply all information you have that may be relevant to someone deciding to buy the horse. This includes all welfare and vetting information, competition records, and ownership history. This information is necessary for a prospective buyer to make a fully informed decision. Missing or misleading information can result in a sale being reversed and costs being claimed. If in doubt, please say something.

Please be aware that the owner(s) or their representative(s) are responsible for the well being of the horse at all times. This includes when the horse is being transported for presentation, being presented or ridden, and otherwise. If you deem a presentation venue to be risky to the horse please say so and an alternate venue will be arranged. It is most important that your horse is safe at all times.

Please inform Black Hawk Farm if you believe the horse may be presented more than once to the same prospective buyer. This can come about if more than one broker has been engaged and is in order to minimise embarrassment and disappointment to all parties involved.

Please understand that you are committing to making your horse available for sale at an agreed price for an agreed period. This price and period will be passed to prospective buyers. Please provide at least seven days notice to Black Hawk Farm should you decide to change the pricing or any details affecting the potential sale of the horse. Prospective buyers may be travelling some distance and at some cost to view your horse - the fewer surprises they encounter the better off everyone will be.

Please present your horse as proudly as possible. Initial impressions do affect buying decisions so swing things in your favour as much as you can by having the horse clean, calm, and well groomed. The presentation and demeanour of the people attending the horse also make an impression - treat the prospective buyer as you'd like to be treated yourself. Your horse represents you and New Zealand.

Please be prepared to supply photos and video for marketing your horse. Good photos and excellent video do make a substantial difference when prospective buyers are short listing horses. If additional photos and video are needed then Black Hawk Farm will arrange these themselves with your assumed permission.

And here's some fine print:

- All arrangements are governed by New Zealand law at all times.
- All amounts are in New Zealand Dollars unless stated otherwise.
- All parties are responsible for their own costs.
- A brokering arrangement is in effect from the time these terms are accepted and until one party notifies the other party the arrangement is to be discontinued and any opportunities identified by Black Hawk Farm during the period of the arrangement remain subject to these Terms for 90 days following the discontinuation of the arrangement.
- If any of the owners are under 18 years of age at the time of reviewing these Terms then please supply the name and contact details of their parents or a guardian.

Please ask if you have any questions or are unclear about anything at any time.

Regards
Carolyn Jolley