

# Prepurchase exams

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# What a prepurchase IS

- \* To inform the buyer! The veterinarian is retained as a consultant TO THE BUYER.
- \* “Every horse is a used car”.
- \* To help determine if medical conditions or lameness are present.
- \* It is a “snapshot” of the horse’s health status
- \* To help determine suitability and safety.
- \* Should be done PRIOR to purchase.

# What a prepurchase is NOT

- \* **A prepurchase is NOT pass or fail.**

Also:

- \* NOT a guarantee of future soundness
- \* NOT a guarantee of performance
- \* NOT a guarantee of demeanor/absence of vices
- \* NOT perfect
- \* Does NOT eliminate risk



# How much does a prepurchase cost?

- \* The exam itself – depends on where you are in the country / what veterinary practice
  - \* Expect to spend at *least* \$120-150.00 for a basic exam
- \* How many radiographs (or other diagnostics) are performed will dictate additional costs
  - \* For example: 1 full set of hock films = at least \$100-150.00
  - \* So, if you took both front feet, both hocks = + \$400-600.00



# The exam

- \* Record keeping:
  - \* [Sample Exam Form](#)



# The exam















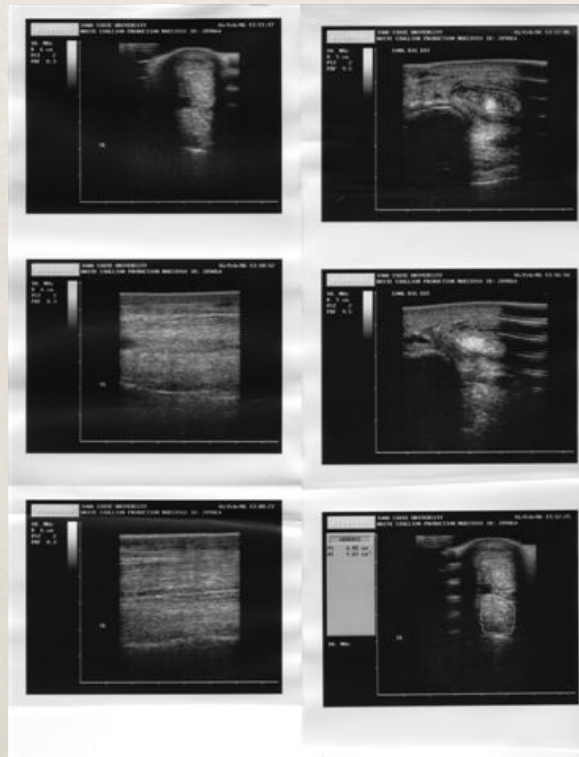
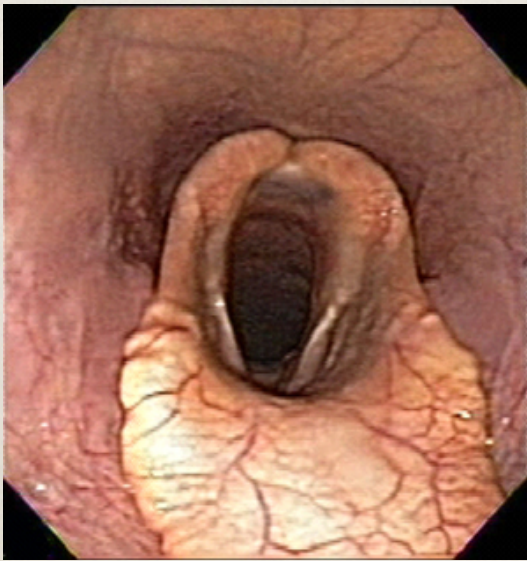


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- \* A complete exam is important
  - \* However, unnecessary testing/ diagnostics can result in a confused, unhappy client.
- \* Communication is key



# Conclusions

- \* The exam findings are recorded and summarized.
  - \* Copy of the record and any radiographs, etc. are given to the owner and, if the owner likes, to their veterinarian.
- \* The exam record and diagnostic findings belong to the buyer.
  - \* They can release this information (\*if desired\*) to the seller





# Conclusions

- ★ Interpreting results
  - ★ What was found
  - ★ Experience/knowledge of veterinarian
  - ★ Familiarity with discipline and breed
  - ★ What the buyer's expectations and plans are





# What do you need to know?

- \* If you are a buyer
  - \* BE PRESENT if possible
  - \* Understand limitations and costs of a prepurchase
  - \* Communicate well with the veterinarian and the seller
- \* If you are a seller
  - \* Understand who the veterinarian is working for and confidentiality
  - \* Don't get frustrated if the veterinarian finds something you didn't know about during the exam
  - \* Communicate well with the buyer

# Sticky situations.....





Thank you. Any questions?

