



# 101 Careers with Horses

*Start searching for your equine career today!*

Glenys Cox - International Horse College

# Thank You!

I would like to thank the many students, teachers, friends (including my

Facebook friends), horse business professionals, horse business owners, business owners who have aligned their business for horse owners and professionals, horse business employees, equine competitors, hobby horse owners and horse riders and the many horse lovers from around the world for the extra ideas on careers with horses!

Without your contribution this book never would have happened, so thank you!

Glenys 😊



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horse lover 😊

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## Introduction

Many of the pathways in a career with horses fall into the basic four

categories of:

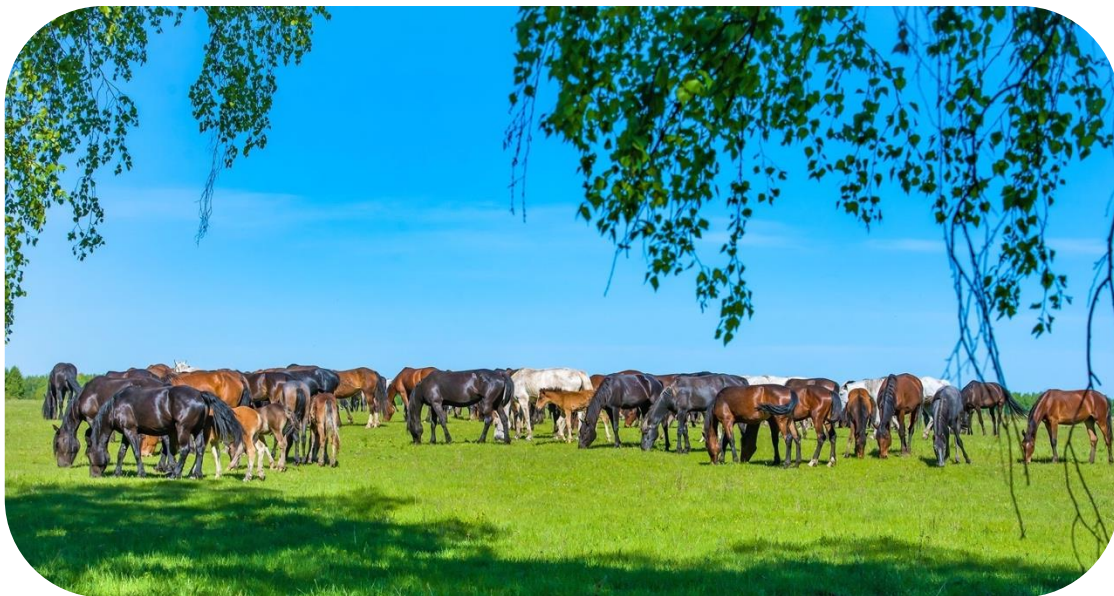
- Horse hobbies
- Horse jobs
- Horse businesses
- Extra streams of income.

However the categories are interchangeable so please read all 101 of the potential careers. You may find a completely new business opportunity in an idea that I have suggested as a hobby income!

If you are ready to start your horse career, some of these jobs and businesses may seem overwhelming. Remember that a career with horses is a pathway that should complement your lifestyle with horses.

Start off with one idea that is within reach, but look at other ideas that you could enjoy and work towards longer time goals to achieve them.

The number one way to have a successful career with horses is left until last, because until you have read the other 100 ways you will not appreciate this one!





## Horse Hobbies

If you think you don't have enough experience or the right qualifications to work with horses to start your career with horses, think again!

Many people have horses and make a little extra income from these ideas below. You could even be a parent or a partner of a horse owner and still make a little extra money to help pay the bills. There are many ideas in here that could grow into a full time income.

Many people have horses and may start a hobby to make a little extra income to help with the costs of keeping horses. Quite possibly these ideas could grow into a full time income, or even a business with employees.

### Blankets/ Rugging/ Unrugging Service

Some people are busy with their daily routines, workloads and other commitments and may not have time to put on and take off rugs/ blankets from their horse. A common example would be a person who works early in the morning or late into the evening or night and cannot attend to their horse's needs (particularly in winter when days are warm and nights are cold).

You will need to be confident handling horses and have knowledge of different rugs and styles.



### Blanket/Rug Repairs

As long as there are horses wearing rugs there will be rugs that need repairing. For some owners rug repairs are a much cheaper option to buying a new rug every time it gets a hole or tear.

This requires some special equipment as not all rug materials are soft cotton so an industrial sewing machine may be necessary for repairing rugs of heavier, thicker material types.

Knowledge of how to sew and rug patterns is also helpful to the task.

## Breeding

You don't need a large scale stud to be able to breed horses but you do need to have a knowledge of horse reproductive systems and cycles, pregnant mares, stallions and foaling.

It is also of a benefit to you in the long run if you do your research and have knowledge of the preferred traits and characteristics of the breed you are interested in.

This way when it comes time to sell your bred stock it will be of good quality and type which will bring a better price.



## Brow Bands/Forehead Band (Making)

A crafty type of income, making browbands can be an enjoyable way of making a little extra cash.

Using materials like ribbon, velvet and diamantes a plain brow band is turned into a show ring sensation by weaving ribbon and/or velvet of different colours around the band. Create your own colour schemes or take customers' orders to cater to theirs.

## Cleaning Gear

Not everyone loves every aspect of horses and what comes with them.

Cleaning gear entails cleaning saddlery and equipment that is used on horses such as saddles, bridles, bits, boots, bandages, breastplates etc. Attention to detail will be useful when cleaning gear and you may also be required to condition (leather) gear after it has been removed of dirt, grime and sweat.

This is not a job for people who like to stay clean themselves.



## Cleaning Stables

This job could be as simple as cleaning the stable for a horse owner if they do not have time on that day, or regularly cleaning it out.

It will be easier if the horse is not in the stable while you clean it, but if the horse is still in the stable you will need to know how to work around horses safely.

If you keep your horse at an agistment/boarding or livery centre or there is one nearby this is a good place to start.

Racing stables also have a large number of stables to be cleaned, usually several times each day





## Cleaning Water Buckets & Stable Tools

This may be a weekend job in a riding school where you have lesson.

Sometimes you may not be paid for jobs like this, but swap them for riding lessons.

Swapping work for lessons really is a win/win situation.

The riding school is having these regular necessary jobs done and you will not be paying for your riding lessons.

Remember that even though you are not being paid directly, your work ethic is important.



## Feeding

Not everyone has time to feed their horse for one reason or another but that is where you can offer your services.

Feeding horses could be as simple as throwing out hay, giving a prepared feed to one horse or as complex as mixing, preparing (even boiling) feeds and supplements for a stable full of horses.



## Foal Watch

Foal watching involves working night-time hours and early mornings. This job entails watching mares for signs of foaling and may include caring for the mare and foal after birth and looking after sick foals and giving medications.

If you only have limited experience you may find someone with a mare or two that are happy to give you some extra pocket money simply for watching their mares while they catch up on some sleep!



## Halters (Making)

Rope halter making is quite a simple process as all that is needed is lengths of different coloured rope and the knowledge on how and where to tie knots to create the halter.

Other halter styles (i.e., leather, webbing) will require special tools to be able to work with the halter material.

## Hay Bags (Making)

Another quick money maker could be making hay-bags.

To make hay-bags you may require a sewing machine (or plan to spend lots of time hand sewing). The materials shouldn't cost much, just hessian chaff bags, baling twine and heavy thread.

## Hay Nets (Making)

Hay nets can be made with baling twine, although if they are made with a lightweight rope (preferably nylon) will last longer.

A metal ring at the bottom of the hay net makes them easier to tie up, but they can be made without the ring.

## Instructor Helper

There may be times when your instructor would like some help when they are teaching.

It may to prepare a horse, help with the jumping rails, to lead a beginner in a lesson or simply to bring them a drink.

You may be paid in discounted or free lessons or you may find that you love this job because the knowledge you gain is invaluable!



## Judge

Judging competitions will require a solid knowledge of the sport being judged and accreditation.

Although it is common for coaches and riders of proven experience and results in the discipline to judge at lower levels and in unofficial competition.

Assisting a judge at competitions (usually as a volunteer) is a good way to learn the rules of the competition and the required etiquette.

## Manure Collection

Where there are horses there is manure. Collecting manure regularly is a part of good pasture management, especially for those on small horse properties but it is often time consuming so why not offer your services as a horse “pooper scooper”?

Picking manure up from paddocks, yards and stables can be arranged to be performed daily, weekly or monthly. After collecting it from the area you dump it in a manure pile on the same property. Equipment needed will be a manure fork, bucket and wheelbarrow.

The rate you charge can be based on per paddock, per horse or the length of time it takes.



## Manure Removal

Once manure has been collected from paddocks you may be able to make some cash taking manure off people's hands.

You'll need a trailer and a vehicle which can tow a trailer.



## Manure Selling

In the right location selling manure can be profitable.

You'll need empty feedbags to put the manure into and twine or string to tie them closed (baling twine is perfect!) or alternatively people can bring their trailers and fill up from your manure pile.

A hobby business of collecting, removing and selling manure can be quite profitable!

## Nose Bags (Making)

Nose bags are fitted to the horse's nose by a strap passing behind the ears.

They are used to feed horses without the hassle of carting around feed bins and containers (most often used by those mustering cattle).

Traditionally nose bags tended to be made out of hessian but be innovative and design nose bags which are unique, colourful with different designs and patterns.

## Ring Steward

Do you like to get involved at competitions but don't like the stress of the preparation that comes with it?

Ring stewarding is a great way to be involved with horses and horse events without actually having to compete.

Ring stewards organize classes, take entries, assist the judge in handing out prizes and take the names of horse and rider place-getters.

## Saddlery Repairs

If you have some basic hand tools and are handy with a needle and thread, saddlery repairs can be a constant income for you!

Saddlery often breaks and it is usually cheaper to mend working gear than to buy a new replacement.

Once people know that you are available for quick repairs then your work could be in demand, especially at competitions.

## Show Jumping Course Designer

Although this may progress into a full time career at the top level, there are many volunteer show jumping course designers.

If you volunteer your time to assist the course designer, you will be asked to move rails and wings.

However if you talk to the designer to understand why they have designed the course the way they have, this could be a step in the right direction to be a Show Jumping Course Designer.

The competition organizers may pay a token amount to cover your expenses.



## Sheath Cleaner

This one probably isn't at the top of everyone's list but that's also why it could be an extra stream of income?

Geldings and stallions need their sheath's cleaned regularly to maintain hygiene and prevent infection. This involves removing waxy debris from the sheath and penis of a stallion/gelding.

Experience in cleaning sheaths is necessary along with some very basic equipment such as rubber gloves and buckets.

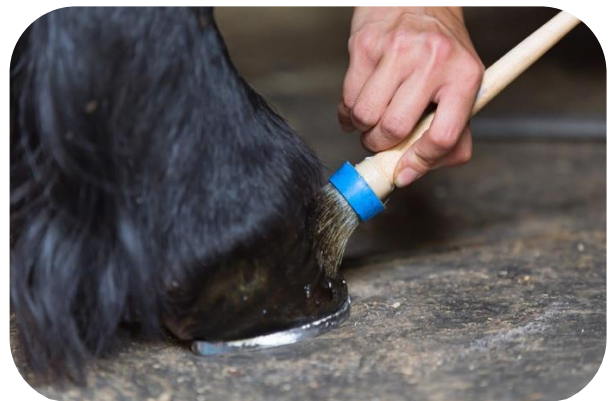
## Show Preparation

Competitors with lots of horses or little time often need help to pre- pare their horse/horses for shows and competition.

Show preparation could include shampooing, pulling manes, pulling tails, braiding, rosettes, cleaning gear, preparing the float/truck, packing gear and equipment, applying make-up (horses) and painting hooves.

Having the ability to turn horses out to a high standard is very important.

Consider if you are going to charge by the hour or by the job you perform.



## Trimming for Presentation

People like their horses to be neat and well presented for shows and competition but not all owners have the time or want to do the trimming themselves. trimming a horse could entail removing long hair from the back of legs, fetlocks, pasterns, around the coronet, ears, head (muzzle, underside of the jaw) and the dock of the tail.

You will need to have experience trimming horses and be able to do it to a standard which is worthy of show/competition presentation. You will also need trimming clippers. Trimming can be done with large sized clippers however it is harder to get them into smaller areas and they tend to be a lot louder with some horses objecting to them being around the head and ears.

Having your own set of trimming clippers means you will be able to ensure that they are regularly maintained and that the blades are sharp, but take the use and maintenance of them into consideration when working out prices of trimming.

You will probably need to travel to the location of the job as it is easier for you to go to the horse than the other way around so the cost of your travel needs to be included in your price so that you do not run at a loss.

## Washing blankets and rugs

Washing blankets and rugs can be useful for making a bit of pocket money. Ideally you will need an industrial washing machine or at the least an old spare washing machine. Alternatively you can use a gurney to wash clean dirty horse wear.



## Jobs With Horses

T

he days of a school guidance officer telling someone that there are no careers

past being a stable hand if you want to work with horses are over. There are a diverse range of jobs with horses and a real pathway of progressing from one to the other.

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## Barefoot Trimming

This is becoming more popular as horse owners are discovering the benefits of improving their horse's feet naturally thus eliminating the need for shoes.

Knowledge of both internal and external structures of the hoof, how it functions and how this influences the horse is essential along with hoof illnesses, ailments and lameness.

Before you start, make sure you have the knowledge/ qualifications of current studies of hoof care and therapy.





## Barn Hand

Barn hands often have other chores as well as the responsibility for some or all of the horses boarding (agisting/livery/boarding) in a professional barn.

You may be required to drive the tractor and mend some fences. Some employers offer “live-in” for their barn hands which means they live on the property or location the horses are kept so they may also be responsible for security.

Barn hands are often the ‘caretakers’ of the property

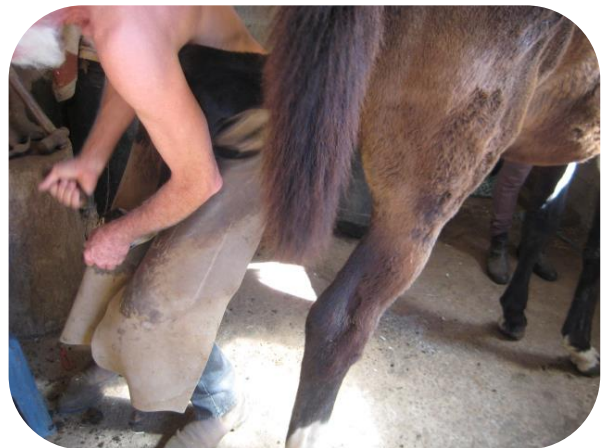


## Blacksmith/Farrier

If you don't mind hot, strenuous work then the option of being a blacksmith/farrier may be for you.

This is a profession which requires knowledge of the internal and exterior structures of the horse's hoof and how it works from a physiological point of view and also in terms of how the horse moves.

Again for insurance purposes and the health and wellbeing of clients (horses) it is professionally preferred to have a qualification or membership with farrier groups.





## Equestrian Specialist Horseriding Coach

If you already have specialist competition experience then teaching other equestrian competition riders might be a great choice for you, especially if you plan to continue your equestrian competition career.

Other competition riders look for experienced successful competition riders to mentor them.

It is particularly helpful to them when you are at the same competition and able to help them to warm up and to give them a review after their ride.



## Equine Assisted Learning Instructor

There are lots of reasons why people have lessons with horses and it is not always to learn to ride.

They improve confidence, cognitive skills, co-ordination and social skills.

Make sure you find out the reason why people are coming to you for lessons and expand your networks to offer equine assisted learning to people who would not normally look to horses.



## Equine Assisted Therapist

If you are already a qualified counsellor, therapist, psychologist or physiotherapist then consider the benefits your clients would have by using horses within your sessions with them.

If you already hold qualifications as a horse riding instructor, then you can run these sessions yourself.

However, if you are not yet a qualified instructor then partner with an instructor until you become qualified.



## Exercise Rider

Exercise riders often work alongside trainers in large stables that may specialise in a specialist skill (e.g. show jumping, dressage).

The horses need exercise every day and the trainer may only ride them three or four times a week.

Alternatively, an exercise rider may warm up and cool down the horses before and after the trainer rides them.

You will need to be confident in handling and riding horses, able to take instructions from the trainer when riding and should already have some training in the same field as the trainer.



## Foaling Attendant

It is hard to resist a foal and a foaling attendants' role is to be on the look-out for newborns.

This job involves shift work at night during which time you will be required to regularly check on mares which are due to foal for signs of imminent birth, monitor the progression of births and be on hand to assist the mare and if necessary call the vet.

Experience with mares, foals and the birthing process is important. Depending on where you work while you are on duty part of your role could be nursing sick foals, providing medications and stable chores (cleaning stalls, saddlery etc).

An equine veterinary nursing certificate is available for study through some education institutions which covers a wide range of knowledge required for this role.





## Groom

As a groom you will be responsible for some or all of the management and care of horses. Grooms are most commonly employed in stables (i.e., racing, specialist competition trainers), agistment centres and riding schools.

Some employers offer “live-in” for their grooms which means they live on the property or location the horses are kept. Grooms may also be expected to accompany and care for horses at races or competitions.



## Horse Business Office Worker

For those that love to be involved in the horse industry without the heat and sweat of being outdoors or the freezing cold (especially in the hot and cold extreme climates) then work in administration type roles in horse businesses could be for you. The jobs and experience you will be required to have will vary between places of employment.



## Horse Dentist

A horse dentist of course looks after the teeth of horses.

As with all the fields of horse health you will need to study and gain qualifications to practice as an equine dentist.

A horse dentist may work alongside a veterinarian in a veterinary practice, or they may be self-employed.



## Horse Health Care Professional

As well as veterinarians, there are many other professionals that assist in the care and well-being of horses. It could be acupuncture, Bowen, chiropractic, or massage, the list is endless. Most of them require training, qualifications or apprenticeships.



## Horse Riding Instructor

Horse riding instructors can teach riders from a riding school situation (either on school horses or their own) or free-lance (teach at other people's homes and locations). For the purposes of insurance and professionalism it is best to hold recognized qualifications within the horse and sport industries.



## Jockey

Does the thought of feeling the wind in your face and the strength and power of a super fit thoroughbred propelling you across the finish line take your fancy? If you are a lightweight, then why not become a jockey? To begin this career you need to undertake an apprenticeship with a racehorse trainer and then before you can ride in races you will be assessed on your capabilities first. Once you complete your apprenticeship you will be a fully-fledged jockey.





## Mounted police

If you're interested in law enforcement then a career in the mounted police might be for you. You will need to complete police training and could do several years in a local area command before you can be eligible to transfer to the mounted police unit. Mounted police are responsible for the care and management of horses in the unit and must attend regular training and instruction to maintain their skills and their horse's skills.

## Equine Nutritionist

Nutritionists often work with lots of different people within the horse industry. You will require a good knowledge of what food and supplements a horse needs in order to be in the best physical state. Nutritional studies are important and to obtain high employment positions you could be required to hold a Ph.D.



## Stable Manager

The stable manager has the responsibility of the health and welfare of all the horses in their care. They are also responsible for the management of staff and other equine professionals (blacksmith/ farrier, veterinarian/horse health care) and well as management of budget, purchase of hay, horse feed and other necessities. Stable managers should have expert skills in all areas of horse care and management as well as finance



## Starting Young Horses

As long as there are horses being bred there will be a market for horses to be started or broken in. Some facilities will be desirable such as yards, round yard or small pen or arena. Areas for working need to be sturdy and secure as work may include handling young horses which have had minimal handling and experience with people. A strong knowledge of horse training and behaviour is essential along with strong riding skills. An option in this avenue is to specialize in an area of starting young horses, for example starting horses for racing, dressage or harness activities. It is a good idea to start this career working for a good horse man who is already working with young horses.



## Stud Master

To manage a stud you will need to be able to select what is good quality breeding stock of your breed choice.

You should have an excellent knowledge of serving stallions, handling young horses and high strung horses, as well as teaching staff about safety around breeding horses.

You will be more in demand if you have a knowledge of horse reproductive systems and cycles, pregnant mares, stallions and foaling as well as preferred traits and

characteristics of the breed you are interested in.



## Stunt Rider

Looking for an adrenaline pumped career? Why not have a go at being a stunt rider? Stunt riders perform on specially trained horses and perform tricks and positions whilst on the horse, usually at speed.

## Track Work Rider

Riding track work involves early morning starts putting racehorses through their paces to train and get them ready and fit for races. This occupation is not of the faint hearted or novice rider.

Track work riding requires a great level of fitness and stamina to be able to ride multiple horses at speed for a significant period of time.

You also need to be confident in handling and riding horses at various stages of training including the very young and green-broke (just broken into carrying a saddle and rider).

Keep in mind that this involves riding horses which are super fit and often kept in a stable for most of the day.





## Therapeutic Riding Instructor/ RDA Coach

Coaching systems and qualifications are in place to help people become riding instructors for the disabled. A therapeutic riding instructor is responsible for assessing riders, planning lessons, training volunteers, maintaining records, supervising trainees & assistant coaches and conducting riding sessions. You can become an assistant coach or a qualified coach.



## Trail Ride Assistant

Many people who aspire to be a trail ride leader start their training as a trail ride assistant. You will need to follow the trail ride routine, take direction from the trail ride leader and help to keep the riders safe and comfortable. Horse care, horse handling and horse riding skills are essential, as well as physical fitness.





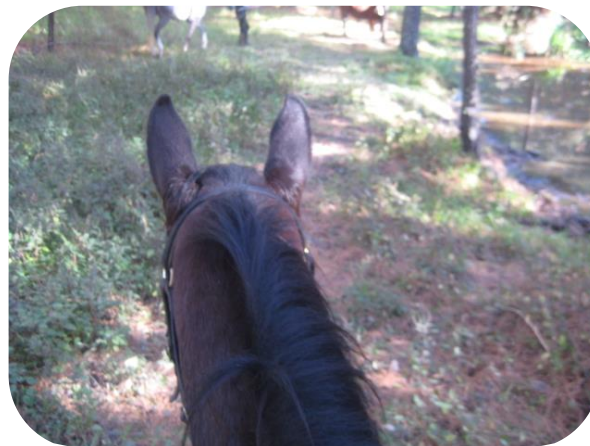
## Trail Ride Leader

Do you love to teach people about horses and would also love to spend a lot of time riding? If you enjoy riding out- doors and meeting new people then this one might be for you.

A trail ride leader is responsible for taking groups of people out on trail rides safely. They could be nervous beginners or boisterous teenagers or a great range of people in between.

You will need to be physically fit as long hours will be spent in the saddle. It is also likely you will be working with people who do not speak the native language (i.e. non-English speakers).

You will probably be responsible for managing horse health and welfare, property management, equipment maintenance and customer service.



## Trainer/Rider

Horse trainers and riders take horses for training and education in different disciplines.

If the horse is kept at the trainers location then an agistment/ livery/ boarding fee and sometimes a feeding fee is also charged to the client along with the cost of educating the horse.

Once the horse had has some training, the owner usually has some lessons on the horse, so a complementary role is as a coach.

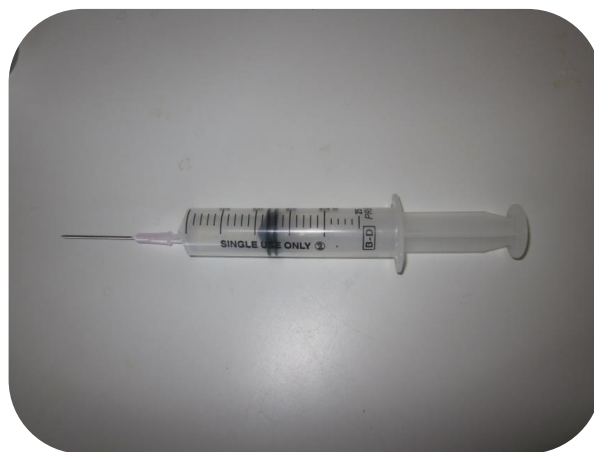


## Veterinarian/ Veterinary Surgeon

If you have a passion for maintaining horse health and wellbeing (and don't get squeamish at the site of blood and other obnoxious excretions) consider undertaking studies to become a veterinarian.

Equine vets travel to treat patients but some also have or have access to practice and surgery facilities which can accommodate for large animals such as horses.

Becoming a vet will require university study. A Bachelor of Veterinary Science may take five years of full-time study to complete, after completion students may have the option to complete higher levels of study in this field.



## Veterinary Nurse

If you love to look after horses and their wellbeing try your hand at veterinary nursing. Some equine veterinary clinics and surgeries employ people as stable-hands so even if you don't have qualifications as a vet nurse it provides the opportunity for you to work your way up the ropes and learn as you go. Some Veterinary Nursing courses will allow you to specialise in equine care and treatment.



## Horse Businesses

**M**any of the traditional businesses associated with horses are still alive and well today

and many more have emerged to support the ever growing population of horses and the increasing popularity of recreational horse riding

Enjoy reading the list below to see if your idea is included

Many of the traditional businesses associated with horses are still alive and well today and many more have emerged to support the ever growing population of horses and the increasing popularity of recreational horse riding.

### AI (Artificial Insemination) Service

To perform this service you will need education and training in performing artificial inseminations. Knowledge of the reproductive systems of horses is essential. An artificial insemination technician inseminates mares with frozen or fresh semen from a stallion. This business could involve working on a stud or travelling to different locations for work.

### Blanket/ Rug Manufacture

There will always be a demand for blankets/rugs so long as it remains practical and necessary to rug a horse. You can chose to specialize in making a certain type of blanket/rug (i.e., show blankets/rugs) or generalize and create your own range of horse rug wear.

Sewing skills will be important along with creativity and design.



## Boarding/Livery/Agistment

The type of boarding/livery/ agistment you offer will determine how much work you are doing.

For example if you only offer full-board agistment then you will need to attend to the needs of each horse because that is what the clients are paying for.

That means feeding, blankets/ rugs, watering, cleaning yards/paddocks, stalls/stables and paddocks/ fields/pastures, maintaining the property etc.

On the other hand if you offer DIY

agistment then your responsibilities will remain with the upkeep of the facilities with horse owners looking after the husbandry of their horse.



## Carriage Hire

One of the most common events you will see carriages at is special occasions such as weddings and school formals.

Of course you will need horses and carriages to execute this business. Some customers are likely to have a preference to the colour of horse used when hiring a carriage so if you have different colours of horses you're more likely to be able to cater to their needs.

The horses will need to be of a suitable type for the carriage or weight they are going to pull. They also need to be experienced and trained to accept all the strange and unusual things that come with working in traffic and populated areas. Carriages will need to be regularly maintained to ensure they are safe and well presented.

Experience and knowledge of driving carriages and preparing horses for the carriage (e.g., fitting and adjusting equipment) is essential. Being able to professionally turnout and present horse and handler will also benefit the business and reputation.





## Children's Camp

Children's horse camps and activities will be the busiest around holiday periods.

The size of the camp held or the size of the group catered for can be altered to suit the facilities and staff available.

Camps can operate on a day basis where kids will be dropped off in the morning and picked up the same afternoon or as an overnight stay.

Overnight stays will require more preparation into sleeping arrangements, food and amenities (i.e. toilets, showers).



## Clipping

Some people don't have the time (or want) to clip their horse.

You will need attention to detail and patience to undertake a business in clipping.

Clipping a whole horse takes a long time, especially if the horse isn't entirely convinced that the clippers aren't going to eat him.

Experience handling horses is a must along with experience clip- ping and knowledge of different types of clips.

The equipment you will require for this job includes, clippers, trimmers (for delicate areas), spare clipper blades, clipper oil (not cooking or car oil!), extension leads, screw driver (for removing blades), small soft bristled brush (for cleaning clippers) and if necessary horse restraints.



## Competition & Event Promoter

While many of the smaller horse events and competitions are organized by clubs/ volunteers, it is becoming more common for the bigger events and competitions to be contracted to professional businesses. If you plan to start this business you should already have experience as a volunteer at equestrian events or have worked in a professional event management business

## Equine Specialist Clinic

If you are already working in the horse health industry, a way to expand your services is to have a 'one stop shop' for horses' health needs. You will need to work with a number of other professionals in the horse health industry (either employed on working on a contract basis). These could include veterinarians, equine massage, chiropractor, Bowen therapists, acupuncture and nutritionals.



## Feed/ Produce Store

Produce and stockfeed stores provide feed and hay for purchase. Some also stock a range of health care products such as worming pastes and antiseptic sprays while others will also stock saddlery and rugs.

## Fetes and Event Pony Rides

With this business you will operate from the venue of an event (e.g. fete, show). Presenting the ponies well is essential. Ponies should be healthy and in good condition and equipment should be safe and functional.

Ponies will need to be quiet to handle and accustomed to different sights, sounds and smells that come with fete and show environments. If you are following the show circuit this will mean you will spend large amounts of time travelling and away from

home.



## Foal Weaning

If you are already in the boarding/livery/agistment business and have the facilities to accommodate mares and foals then you could perform the service of weaning foals for clients.

Knowledge of how to handle both mare and foal during separation is important, you will also need strong, safe and secure fencing to prevent horses breaking through them and injuries.



## Hair Testing Laboratory

A Hair Testing Laboratory arranges for horses hair to be analysed by radionics, a non-scientific procedure with the main aim to keep horses at peak health and fitness.

If you already have knowledge of horses in the areas of blood flow, nutrition, body balancing, shiatsu, Bowen and acupuncture then this could be your new career!



## Horse Riding Instructor Clinics/ Schools

Many horse riding instructors start their own business by working as contractors.

This is particularly more common with instructors who have competed at a specialist level.

They often teach for clubs and groups regularly and are paid by the day rather than by the student.

Often they will go into a location for a weekend or even a week. For the purposes

of insurance and professionalism it is best to hold recognised qualifications within the horse and sport industries.





## Hay Delivery

If you know someone who grows and produces their own hay then a business option for you could be to deliver the hay direct from the farm. Many horse owners are looking to save money so if you can offer discounts or deals for customers who buy in bulk or want deliveries then you are likely to get customers who continue to buy from you.

## Hay Delivery/Wholesale

This takes the hay delivery up a notch. Rather than just dealing with one farmer, you could have a data base of farmers who grow and produce your own hay. If you guarantee to buy all the hay from the farmer then the price is likely to be even lower. Many produce and feed stores would like to save money and have their hay delivered to them into their store.

## Horse Dealing

Traditionally horse dealers tend to have a bad reputation as being deceitful and dishonest. However if you run your business in a manner which promotes professionalism, honesty and care towards the horses for sale and the buyers then you can build yourself and your business a good reputation.

In horse dealing large numbers of horses will be turned over and passed on to new buyers so if you get attached to animals in your care then maybe this business isn't for you. Who/ where you buy horses from to sell and how quickly you anticipate to sell them on is likely to influence how you run the business.

For example if you buy ex-racehorses off the track, provide them with a bit of schooling (combining a trainer career to the business) then sell them on this is likely to take more time than someone who buys horses from the sales, gives them a couple of rides to determine their suitability and sells them on again.





## Horse Hire

Hiring horses is something very few businesses do mainly due to the safety, health and welfare concerns of the horse or horses hired and the people who hire them. However with good procedures and strategies in place the risks can be minimized.

## Horse Transport

If you want to combine your love of horses with your love of travel then maybe a horse transport business is for you. Transport companies mainly use trucks for business as they can carry a larger number of horses. Depending on the demand trucks can travel locally, inter-state and country wide. People with truck licences can be hired to drive however it is of more benefit and safety to all involved if drivers also have horse handling knowledge and experience.

## Party Ponies

Here's a good way for those wee little equines to earn their keep. A party pony is just as it sounds a business where ponies are taken to a party for pony rides. Depending upon the number of ponies available customers can select the colour and number of ponies they want. Grey and light coloured ponies can even be dyed different colours (using coloured food dye)! Remember to take into consideration the cost of travel when working out prices of hire. Ponies will need to be quiet to handle and accustomed to different sights and sounds that come with party environments.

## Riding School

The size of the riding school will determine how many or if you will need to hire other people to assist in the running of the business.

Size will also influence the facilities you

have (i.e. how many arenas/riding areas are needed) and the day to day processes involved (i.e. are horses kept as a herd or in individual paddocks).



## **Saddlery/ Tack Store**

Saddlery businesses sell new and sometimes used saddlery and horse related equipment which may include veterinary products (i.e., syringes, bandages, dressings), rugs and rider apparel.

## Stallion Services

Stallion services could include offering services such as stallion handling, training and standing at stud.

People working with stallions must have knowledge of behaviours common to stallions and must be confident and experienced in their handling especially around other horses.



## Stud

To run a stud you will need good quality breeding stock of your breed choice. Nowadays with semen able to be transported frozen and the use of artificial insemination a stud does not need to have their own stallion.

You will need a knowledge of horse reproductive systems and cycles, pregnant mares, stallions and foaling. It is also of a benefit to you in the long run if you do your research and have knowledge of the preferred traits and characteristics of the breed you are interested in.

This way when it comes time to sell your bred stock it will be of good quality and type which will bring a better price.



## Trail Riding/ Trekking Centre

If you enjoy riding outdoors and meeting new people then this one might be for you.

Operating trail riding centre involves offering people, often those that have never ridden horse rides into the great out- doors.

This business requires having a variety of different horses to cater to a range of different levels of riders from the nervous beginner to the capable rider.

Incorporated into the running of a trail riding centre is managing horse health, welfare and safety, rider safety, property management, equipment maintenance, administration and customer service.



## Training Film/ Movie Horses

Training any horse requires patience and understanding of horse behaviour and how they learn.

As a trainer of horses used for movies you will be teaching horses to perform certain behaviours on command.

To operate this business you will also need transportation to move the horses to the desired locations and film industry familiarity.





## Worm/ Mushroom Farm

Why not start another business to complement your existing horse business and turn horse manure into profit and farm mushrooms or worms. Mushroom can be sold onto consumers directly (i.e., through internet orders, road side stands) or through retailers. Worms from the worm farm could be used to sell onto people who wish to start their own worm farms or perhaps you could sell start-up kits that included worms and everything a person needs to start their own worm farm.



## Extra Streams of Income

# M

any traditional businesses are changing their business structure and

focusing on the horse industry market as their 'niche'. This book outlines some of the many possibilities.

Traditional businesses are changing their business structure and focusing on the horse industry market as their 'niche'. If you work in one of these businesses and also have a horse industry qualification then you are the obvious choice to work in that new area for your employer.

## Arena Builder

If you are going into the business of building arenas then you're going to need knowledge and experience in building (drainage, soil types, slopes) and machinery such as graders, bull dozers, excavators and bobcats. You will also need an awareness with what people want from and in a riding arena.



## Equine Artist

As an artist you can create pieces of artwork from your imagination or that of customer's horses.

Naturally you will need some artistic flair and talent, but there's always the option of taking art classes to help you realise your true artistic potential.



## Blanket/ Rug Designs

Don't just make blankets/rugs, design them! You can work with a blanket/rug maker with individual designs or make a 'line' of themed blankets/rugs. You will need to survey the market (people with horses) to see what their preferences are, or if they would like one designed for a special occasion.



## Building/ Restoring Floats/ Trucks/ Trailers/ Horse Boxes

Building skills are required when restoring floats/ horse trucks/ trailers/ boxes as you will be working with steel and wood. Also you will need to stay up to date with legislation regarding floats/ horse trucks/ trailers/ boxes (e.g., weight limits).

## Car Stickers

Horse people like horse related stickers to put on their cars and other horse vehicles. This business can sell product online, in shops and by mail order. Promotion of this business could be as easy as using your own car and float to display sticker products and contact details.

## Event/ Competition Promoter

If you take into consideration the calendar of events for all the different clubs, sports and disciplines in the horse industry there will be a lot of events going on out there. Needless to say that there is a lot of promotion going on for those events. And there is the window of opportunity in promoting competitions. Competition promoting involves marketing and advertising competitions in the lead up to the event. Good organisation and skills in marketing and promoting are beneficial in this business to get the word out to the desired audience.

## Fencing Contractors

Fencing contractors build and repair fences for property owners. Knowledge of fencing materials, construction and design is necessary along with the fitness to be able to do manual work in all sorts of weather conditions.



## Hand Made Crops and Whips

Handmade items are appealing to horse people as they indicate an item which has had time and detail put into it, often making it special or unique. If you like working with your hands then hand making whips and crops may be suited to you. Your product can be promoted to customers through the internet, in stores and by mail order. You may even wish to cater to customer's individual tastes by making crops and whips to their specifications.



## Horse Sitting

Looking after people's horses while they are away provides many opportunities during holiday periods.

To take on this responsibility you will need reliable transportation, competent skills and knowledge in horse husbandry, be able to recognise signs of illness and be confident administering first aid to the sick horse.



## Insurance

Insurance in the horse industry is big business. It has been of increasing importance for horse businesses in the past few years and continues to be especially where horse riding and employees are involved.

## Jewellery

There is little horse themed jewellery available to the horse enthusiast. Your product can be promoted to customers through the internet, in stores and by mail order. You may even wish to cater to customer's individual tastes by tailoring jewellery to their specific needs and wants. You could also create jewellery which is specific to a customer's own horse.

## Jump Wings

For someone who know how to weld, this is a great little income earner.

A fairly simple design can make practical light jump wings and they are always in demand



## Horse Industry Lawyer

Having a horse business has legal requirements and some- times a lawyer needs to be consulted. Being a lawyer requires qualifications/ certificates/ accreditations as a lawyer (depending on the state/country) but if you are already qualified and have an interest in horses, this is a great stream of extra income.

## Pasture Management Advisor

This career involves providing advice and assistance to people in how to management their property or pastures more effectively.

This role requires extensive knowledge, experience and qualifications in areas such as animal nutrition, agriculture, pasture production, animal management and animal health.



## Photography

There is a potentially large client base for photography in the horse industry. Studs use photos to advertise stallions and stock for sale or auction, at competitions and show events photos are used to record important place getters (e.g. supreme champion), magazines and written publications use photos in articles. Then there's advertisements with photos for horse related gear and equipment. Also at competitions

photographers will snap pictures of each rider during their event (e.g., during a dressage test or over a cross country fence) and the rider can then buy copies of their photos. Another option is to take portrait type photos for owners in their own settings

## Podcast Host

If you enjoy talking about horses, then podcasting is a developing industry.

You could partner with some-one who already has a knowledge of setting up and broadcasting podcasts and then bring into the partnership your specialist knowledge about horses.



## Software Developer

If you enjoy working with technology and understand the process of software development, then there are lots of horse businesses that could save time and money working with more appropriate equine specialist software and you could be the one to develop it!

## Toy Designer/Manufacturer

If you have a great idea for a kids horse toy then this is an idea you may wish to follow up on. If you have the idea, but not the final design then have a look around some toy stores either in your area or on the internet to expand your ideas of what is currently available and how your toy is different.

## Restoration

Old horse equipment has value in historical and antique aspects. But as time goes by the functioning and safety of old equipment is effected by things like rotting wood and rusting metal. Carpentry skills would be beneficial in restoring wooden equipment like carriages while blacksmith skills would be useful in restoring metal equipment such as horse drawn planters.





## Sculptures

A thing of beauty is a joy forever...so why not create horse sculptures? The medium possibilities you could use to make sculptures out of is endless, metal, wood, trash, rubber tyres, Lego, let your imagination run!

## Seamstress/ Clothes Designer

If working directly with horses isn't your thing perhaps dressing the people who do is up your alley. Designing or supplying clothing for horse people can mean everything from jeans, jodhpurs, boots, hats, helmets, socks, slippers, gloves, ties, vests, jackets, shirts and even underwear! Competition clothing will need to be suitable for the discipline it is designed for and should adhere to rules, regulations and guidelines. This type of business is flexible in that it can be operated through a number of different avenues such as over the internet, direct to the public from a permanent shop address and even by phone or mail order.

## Spare Wheel/Tyre Covers

Horse people like to promote their affiliation with horses in many ways. Horse designs on spare wheel/tyre covers is one way we horse people show our devotion to our beloved equines and the sport/discipline we participate in. This business can sell product online, in shops and by mail order. A good way to promote this business could be to offer sponsorship of a competition class or provide winners or runners up with a prize of a spare wheel/ tyre cover.



## Tax Returns

Knowledge of and experience in book keeping/ accounting will be needed for working with numbers in doing tax returns for horse businesses. you might work with the horse business each week or each month keeping their books up to date and getting ready for their return, or you may check their annual return before it is lodged.

## Tractor Slashing

If you are self-employed then slashing (cutting grass) will require you to have your own tractor, slasher and truck for transporting the equipment to the job location. Experience with tractors is a must and you are likely to need a licence to drive the truck which transports the tractor. Mechanical knowledge would also be advantageous in this career.

## Websites (Making)

The internet has become part of everyday life for many, many people and having a website for business has become just as important as getting an advertisement into the yellow pages! If you have experience setting up websites, and enjoy working with technology creating web- sites for horse businesses could be a wise choice for you.



## Writer/ Author

Maybe you prefer to entertain, inform or inspire people through literature? There is always something new to learn in the world of horses and you could bring this to your intended audience through publications in the form of books, blogs, newsletters and newspapers. Or maybe entertain people through fictional literature where horses are the theme.

## X-Country Fences Building/Making

As a fence designer and/or builder you can create jumps to cater for a variety of needs such as fixed fences (not transportable), mobile fences (transportable) and water fences.

Knowledge of building and equestrian jump styles/types and current competition rules in relation to fence heights and widths are necessary.





## The Number 1 Way to Have a Career with Horses

**N**ow that you have read through the other ways of having a career with horses (or more importantly a lifestyle with horses), you will have already expanded your mind to the many opportunities that are available in the horse industry and associated industries. The number one way to have a fantastic life with horses is ... to have an open mind and to look for opportunities.

Think about the inventions that have been made with horses and the new jobs that are now available within just the last twenty years! Equine scientists have new discoveries and technology is advancing at an unprecedented speed.

I predict that over the next decade many, many new horse industry products will be invented and at the same time there will be many, many new careers in the horse industry.

My recommendation is that you have an open mind, develop a great work ethic, continue to learn and get the qualifications to prove you have progressed your skills and knowledge, have an open mind and look for opportunities.

Working with horses can be the type of lifestyle that others dream about. People will tell you that you are 'lucky' but this is not entirely true.

Choosing one career pathway before you start would be impossible, the world is changing so fast now and there are more opportunities than ever.

As you travel through your horse career, have these three things in mind

- Love learning
- Develop a strong work ethic
- Be open minded about looking for opportunities

If you can continuously do that then you will have the type of career with horses that you are currently dreaming about.



## Please Let Me Know!

If you really want to have a career with horses anything is possible ... so ... have an open mind and look for opportunities.

Please let me know about how this book has helped you to improve your lifestyle with horses and how you have been able to change your career, open your horse business, expand your horse (or other) business and increase your financial rewards.

I would love to hear from you!

Glenys 😊



(Ms) Glenys Cox

Horse rider, dressage rider and competitor, horse riding instructor, equestrian specialist coach, show-jumping rider and competitor, dressage judge, equine events educator, equine advisor, horse event volunteer, specialist equine subjects teacher, horse trials rider and competitor, equine subjects university lecturer, show-jumping judge, equine consultant, horse specialist qualifications assessor, three day event rider and competitor, equine event judge, show horse judge, equestrian specialists qualifications examiner, horse business coach, equine specialist author, 'International Equine College' Director but most of all ...

horse lover 😊

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