

Sale FAQs

Here is a sample of questions we have often been asked. We hope that this may help explain some of the sale procedures.

Q: How much does it cost to sell a horse through the sale?

A: The consignment fee is \$60.00 and a 10% commission is charged on all sales.

A separate check for \$100.00 should be sent with the consignment form and fees for the "no show" fee.

Q: What is the "no show" fee, and why do you have it?

A: Your check for the "no show" fee will be returned to you the day of the sale after your horse goes through the sale ring. The fee is intended to discourage the selling of a consigned horse prior to the sale. People have often come a long distances to bid on a specific horse and it is disappointing if the horse has been sold ahead of time.

Q: What if I don't sell my horse because the bid is not high enough?

A: The no sale fee is \$25 or 5% of the final bid, whichever is greater.

Q: What is meant by a reserve?

A: If you have a specific amount that you want for your horse, we recommend that you set a reserve, a price which must be met before you will sell.

Q: When does the catalog close?

A: The closing date is **Feb. 24, 2012**. Being listed in the catalog means that information on your horse will be sent to potential buyers all over the country, so it is greatly to your advantage.

Q: What sort of advertising will my horse(s) receive?

A: As soon as the paperwork and fees are received, your horse's information and picture (if available) will be placed on the sale's web site. The description and pedigree and a picture will be in the sale catalog which will be mailed to interested parties all over the country. The sale itself will be advertised in a variety of equine publications and newspapers in the Midwest with large circulations.

Q: What kind of price will my horse bring?

A: No two sales are identical, and it is impossible to predict with certainty what any horse will bring. It is safe to say that at any sale, horses who are nicely conditioned and groomed and well presented will sell better than those who are not.

Q: What is the advantage of bringing my horse to the sale, if I don't get my reserve and don't sell?

A: You will have a great deal of advertising through the website and the catalog. Even more importantly, your horse will be seen at the sale by several hundred people. One of these people, or others they tell about your horse, may contact you after the sale to purchase the horse. This has happened on numerous occasions in the past.

Q: What amount is charged to sell tack?

A: For tack sales a 15% commission is charged. This applies even if you buy your our tack back.

If you have other questions, please call Brenda at (309)647-1818. Or

E-mail at wccmorgan@yahoo.com

Thank you, and we hope to see you at the sale.