

Legal counsel to equestrians from equestrians



Leone Equestrian Law LLC

## How Do I Protect Myself from Commission Fraud?



**Question:** Several big-name trainers have been in legal disputes over sales commissions in the past. How do I know if the person brokering my horse's sale is taking me for a ride, and what can I do to protect myself?

**Answer from Leone Equestrian Law:** It's unfortunate that this is a relevant question to be asked. With that said, just because someone was sued over sales does not mean that there was anything improper done. Unfortunately, most people know part of the story, but the whole story sometimes has more pieces than what any one person knows.

With that said, the best way to protect yourself against any fraudulent sales or commission activity is to actually meet and talk to the buyer; as the seller, you and the buyer should have some form of communication. If you say, "Listen, I'd like to talk to the seller. I want to talk to the guy that's sending the horse," and there's resistance to that—resistance to transparency between buyer and seller and resistance to communication—that would be a big red flag.

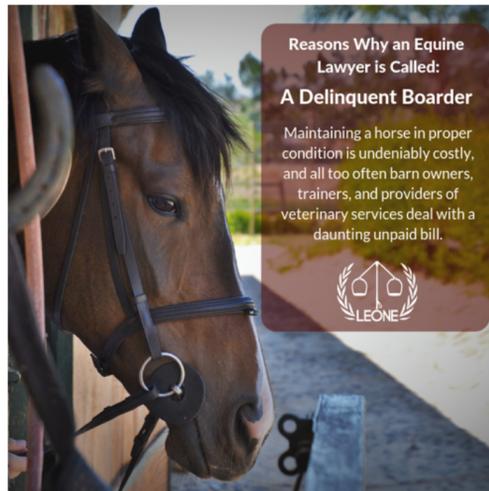
Next, you should ask for accounting for the funds. For instance, "Here's the money that I'm going to be paying. I'd appreciate to know how it's going to be broken down and what your commission is, just so I know what the other pieces are." Again, resistance to this transparency is a big red flag.

Funny how we haven't yet talked about contracts or bills of sale; a lot of the time common sense is all that it takes. It's simply transparency in the discussion with the buyer and knowing how the funds are getting broken out to different parties.

However, if we are looking at and getting into written documentation, there are two things you may want to consider: the bill of sale and a agreement in writing between you and trainer brokering the sale.

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### When Should I Call an Equine Lawyer?



One of the more common reasons Leone Equestrian Law is contacted? Delinquent boarders!

Efforts like a mandatory boarding contract and published price sheet can often help ward off a possible non-payment situation. You can find more tips on ensuring you're getting paid for your professional equestrian services [here!](#)

[Read More Here](#)

### In the News



Doing a double take! Pictured top: the three Leone brothers. Pictured bottom: the second generation of Leones!

Thanks to Sidelines Magazine for the great feature on our own Armand Leone's son, David, and David's cousins (and Mark Leone's sons), James and Mark Junior!

[Read The Article Here](#)



Led by Armand Leone, Leone Equestrian Law LLC provides legal services and consultation for equestrian professionals ranging from riders and trainers to owners and show managers in the FEI disciplines on a wide variety of issues.

Visit [www.equestriancounsel.com](http://www.equestriancounsel.com) to learn more.

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