



"MAKING A LIVING AS A TRAINER"

I often get questions that pertain to this subject from aspiring trainers so I thought I would put a few thoughts down in writing.

In the past 25 years I can't remember a handful of times that I didn't have any horses in training for my customers. As I look back now it kind of amazes me that I've been able to survive and make a living as a trainer in the horse business.

In the training business your success depends completely on referral business and return business from existing customers. You can advertise and market all you want but if you don't put out a product that satisfies your customers, they won't be back. The one slogan that I have always used is, "you're only as good as the last set of horses you put out." I remind myself of this every day and every time I am getting ready to send another horse home I ask myself, "have I prepared this horse so that he can reach his potential at some point down the road?" This is what I strive for each day that I have a horse in training. This is a pretty simple question, but sometimes not all that easy to accomplish. The years of experience definitely help when it comes to duplicating this feat with each set of horses that you have in training.



Phil's training facility in Weatherford, OK

As I was visiting with another Trainer friend of mine the other day we were talking about how through the years the horses are the ones that have taught us. What the horses have taught me over the years is how to ask for the desired response in a manner that produces more results in less time. As in anything, there are 100 different ways to get to the same end result; some just take more time and effort than others. I think this is the biggest factor that makes training easier as you acquire more experience.

I remember back years ago that as a young trainer I pretty much thought I knew it all and I was pretty close-minded to other trainer's concepts and programs. To all you trainers out there, and remember if you are handling or riding a horse you are training that horse to do things in a certain way, good or bad, keep an open mind and never quit learning. It's a tough and challenging road making a living as a trainer, but it can also be so rewarding. You have to love the business and you have to love horses and working with the public.



For me as a trainer, I received the ultimate compliment this last week. A customer of mine, that I had trained for in the past, that is now managing one of the top breeding facilities in the U.S called and asked if they could hire me to come work with their training staff for a week and teach them to do what I do with the horses I have in training. I was humbled and flattered. Of course it's always nice to make a good wage, however the big payday for me was just the fact that I received this request and I get to go work with some young trainers and help them progress in the training field along with helping one of my customers produce a well-trained product for their customers.

Over the years I have had the opportunity to have some of the best-bred horses in the world come through my training program. However, I have yet to ride one that trained itself, so to all you trainers out there just keep learning, work hard, be honest and keep a good attitude and you'll always have work. Have a great month!

Phil

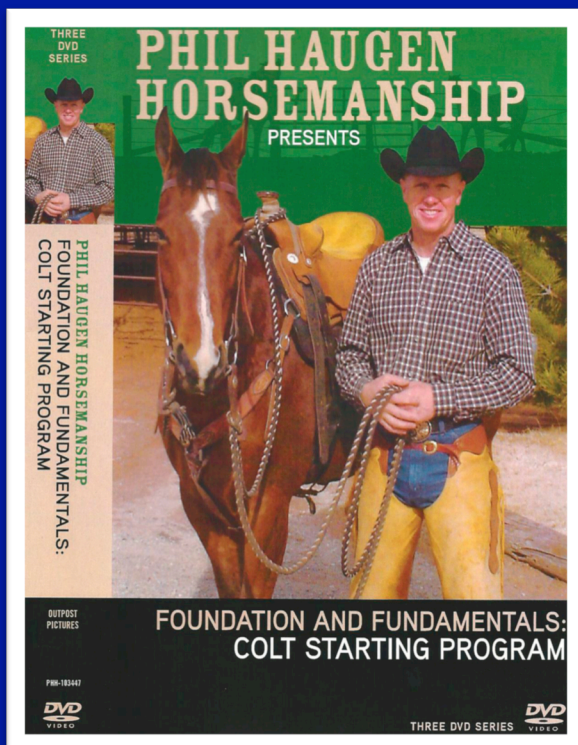
ABOUT PHIL HAUGEN

PHIL IS A CHAMPION TRAINER AND CLINICIAN
LOCATED IN WEATHERFORD, OK

In 1981, Phil Haugen started training horses for the public, at the age of 16. The experience gained from 30 years and 1500 horses is the Foundation of his Training program today. Equi-Stat recently researched the earnings of 50 Barrel Futurity horses that had been thru Phil's training program and found they had earnings in excess of \$1,000,000. Horses that have come through Phil's program have excelled in many different disciplines, and there have been numerous Futurity and Derby money winners as well as Horses in the Barrel Racing and Calf Roping at the NFR that have been thru Phil's program. One of the key elements of Phil's program is knowing how to aggressively progress a horse in their training while mentally keeping that horse in a trusting, secure and confident state of mind. "Training a horse's body to do what you want is easy as long as that



horse mentally understands what you are asking it to do. The Foundation and Fundamentals you teach your horse are essential for success and consistency as you progress your training into your desired discipline."



Phil has made available to the public his
Three DVD Series

FOUNDATION AND FUNDAMENTALS:
COLT STARTING PROGRAM

To purchase:

www.PhilHaugenHorsemanship.com

More about Phil:

www.facebook.com/philhaugenhorsemanship