

Table of Contents

	Page
Chapter 1	
The Buying Process	09
Chapter 2	
Seller Techniques	11
Chapter 3	
Dishonest Tactics Used from Old Horse Traders of Long Ago	15
Chapter 4	
Common Mule and Horse Trading Tactics	21
Chapter 5	
Mule and Horse Seller Terminology	25
Chapter 6	
Who & Where To Buy From?	29
Chapter 7	
What To Look For When Shopping For A Mule (Conformation-Teeth-Feet-Herd Manners-Feed-Movement)	43
Chapter 8	
Bloodlines and What They Mean	55
Chapter 9	
Interviewing The Seller & Asking The Right Questions	59
Chapter 10	
The Test Drive & Checking for Unsoundness.....	63
Chapter 11	
The Pre-Flight Check & Stepping Up On The Mule	73
Chapter 12	
Develop Your Poker Face & Seal The Deal	79
Chapter 13	
How to Order a Pre Purchase Exam	83

Chapter 14	
Drawing Up A Contract	87
Chapter 15	
Expressed Warranties	107
Chapter 16	
Buyer Courtesy	109
Chapter 17	
Trailering Your Mule Home	111
Chapter 18	
Insurance	115
Chapter 19	
What Happens After Your Dream Mule Arrives To The Barn	117
Chapter 20	
The Buyer Taking Responsibility	121
In Conclusion	124
Reference	125
Thank you	126
Resources For The Mule Owner	127
Other Books by Author	142
About the Author	152