



Equi-Health Canada/Equi-First Aid USA Equine First Aid Instructor (EFAI) Course Outline

The Equi-Health Canada/Equi-First Aid USA Equine First Aid Instructor (“EFAI”) Training is a 40-hour course divided into 7 parts:

1. Pre-course material (16 hours – home study)
2. Pre-course exam (2 hours)
3. Equine Emergency First Aid (6 hours)
4. Advanced Equine First Aid (8 hours)
5. Teaching practicum (4 hours)
6. Additional courses (2 hours)
7. What now? (2 hours)

Total - 40 hours

1. The pre-course material is a combination of basic equine first-aid applications in descriptive form, equine anatomy and physiology, common hoof diseases, normal versus abnormal, what IS First Aid, and basic equine knowledge. This will be in written form and provided upon registration for study purposes.
2. The pre-course exam is a 2-hour exam to be written the first morning of the course. It is based on the pre-course material. This will be to determine areas that need additional study by the equine first aid instructor candidate.
3. Emergency First Aid – Upon successful completion of the pre-course exam, the student will move directly into the hands-on learning portion. During this portion of the EFAI training, students will be actively working with the horse and learning different first aid techniques for common wounds, injuries, conditions etc. that they may encounter, and that they will be teaching. We will complete the day by reviewing the Power Point for the basic one-day class.
4. Advanced First Aid – The second day will cover Advanced First Aid techniques. During this portion of the EFAI training, students will be working in a reactive state, as we provide students with hands-on training that the trained EFA instructor will teach during the Advanced Equine First Aid courses. We will complete the day by reviewing the Power Point for the advanced classes.
5. Instruct with the Instructor - day three will start with students implementing their learning by teaching different portions of first aid classes with the instructor and fellow students. They will be constructively critiqued by fellow students and marked by the instructor(s).
6. Additional courses – an overview of the other classes that the new EFA instructor will be qualified to teach.
7. What now? Code of ethics, instructor agreements, marketing, etc., with an opportunity for Q&A.

Upon successful completion of the course, graduates will be awarded a certificate of completion. New instructors will also receive their EFA Instructor's Kit, with their first order of class manuals, which contains:

- The manual/handbook for each of the classes that the instructor is qualified to teach
- Veterinary thermometer
- Stethoscope
- 120" measuring tape
- Hoof pick
- Flashlight
- Medical shears
- Instructor vest
- Instructor bag

New instructors will have also access to the EFA Instructors Facebook group, which provides teaching & marketing tools and files and the instructor-only pages of the website, where additional resources are available.

All class supplies will be provided by the instructor-trainer, as will snacks, refreshments and a light lunch each day.

Requirements

All applicants must have the following before being considered by the Board of Advisors for the Equi-Health Canada/Equi-First Aid USA EFAI training:

1. Must be over the age of 18 and a high school graduate &/or acceptable level of experience and education. Teens aged 14-17 may be considered, however they would carry the title of Junior Instructor and would be required to co-teach with a senior instructor until they are 18 years of age. This is partly for insurance reasons, but also to ensure the success of the young instructor.
2. Must have significant experience and be comfortable handling and working with horses. This may be in a specific sport or discipline, breeding background, pleasure rider, groom, police or military work, etc.
3. Must be able to participate in learning situations that require skills in observation, visual, auditory and tactile information gathering.
4. Must demonstrate the ability to safely perform hands on assessment/demonstration with a live horse, including feet and all parts of the body.
5. Must demonstrate the application of good judgement and prompt completion of all responsibilities attendant to the care and safety of both horse and human.
6. Must adhere to the EFAI Code of Ethics.
7. Must complete the application form* in full
8. Must pay course fees in full prior to certification. Payment plans are available but certification will not be awarded until tuition fees are paid in full.

*Application does not guarantee acceptance. Refunds will not be issued to failed students.

Q & A

Q. Is the training tax deductible?

A. Yes, at this time it is considered a tax-deductible expense in most places - but always check local regulations with your accountant.

Q. How long will it take me to recover my investment?

A. With average class sizes of 10-12 students, most instructors make back their investment with their first 2-3 classes.

Q. What do I get for my training fee?

A. You'll receive a welcome booklet that helps you get started. We then mail out your pre-course study materials which includes your instructor teaching manual, farrier notebook, anatomy & physiology charts, and a variety of other materials. The course itself is 3 days in length. We provide refreshments and lunches during training, the training location and all teaching materials & supplies. Upon graduation you will be awarded a vest embroidered with the company logo and the word 'INSTRUCTOR'. We also provide you with a vital signs kit, class outlines and PowerPoint presentations that guide you through the classes. You will be 100% set up and ready to teach upon graduation! You also receive ongoing help and support after graduation.

Q. When I take the training, do I work for Equi-Health Canada/Equi-First Aid USA?

A. Students who successfully complete the instructor training course become independent contractors for Equi-Health Canada/Equi-First Aid USA. That means that you can write off your business expenses (per current tax legislation), travel and teach when, where and as often as you want! We have instructors across Canada, the United States, France, Switzerland, Australia. You are eligible to teach anywhere that you are legally entitled to work. As an independent contractor, you are responsible for all aspects and responsibilities of your own business entity and for securing insurance coverage.

Q. Do I have to find my own courses to teach?

A. Yes and No. We market together. Part of your training includes marketing of your own courses and we encourage you to use your contacts in the horse world, however we also market heavily for our instructors through social media campaigns, magazine and print ads, post and market your courses on the website, send you leads and refer students and host locations to you.

Q. Are there territories?

A. No. Territories are unnecessary. Not only do we currently offer 7 different training courses, but there are over 2 million people involved with horses in Canada, 1.2 million riders in the UK, and another 4.6 million horse owners in the USA, so there are plenty of potential clients for all our instructors. We want you to be able to travel and teach in fun places as well. We have one instructor who teaches at a guest ranch in Costa Rica every year.

Q. So how does it 'work'?

A. Once you have a class scheduled at your own ranch or a host location, we advertise your class on our websites and you advertise locally via whatever means you choose. The one-day courses are offered nation-wide at the standard fee of \$159.00. You collect the fees from your students directly. You then order your course materials from Head Office at a cost (currently \$40.00) per student (includes their first aid manual, certificate of completion and "vitals" card). Your gross profit is therefore \$119.00

per student and your only other direct expenses are the disposable class supplies (wounds dressings, vetrap, cast padding, duct tape, etc.) and refreshments/meals if you provide them. Net profit is normally \$100-\$110 per student. The normal overheads of running a business obviously apply. All operating expenses are normally tax-deductible, but your accountant can confirm local tax regulations.

Q. Do I have to re-certify at any point?

A. Yes, your certification is valid for 3 years. After 3 years you can re-certify via an online exam to obtain your lifetime certification and senior instructor status.

Q. What kind of support do I have?

A. We really are a family. We have a private instructors-only page on the website where you can download handouts, marketing ideas, sample posters and brochures, sample forms, emails, photos for marketing, etc. We also have a closed Facebook group where instructors from across the world can share ideas, stories, etc.

We also hold a bi-annual instructor conference. It isn't mandatory to attend but there is always great camaraderie, learning, updates on new ideas coming through and future programs we are developing - and it is a load of FUN. The conference often takes place in Alberta Canada, at the foothills of the Rocky Mountains, however we do travel elsewhere some years!

Senior instructors and your instructor-trainer are always available for phone or email support as well.

Feel free to call me if you have additional questions; 936-827-5694

I look forward to you joining the team!

Elisabeth



FOR THE LOVE AND THE LIFE OF THE HORSE

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Program Information, pricing & requirements may change periodically