



Learn the Secrets to Success with Horses

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Parelli Professionals Program

Parelli
Professionals
Program

Effective October 1, 2007



Parelli Professionals Program

Name _____

Address _____

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Students need support in order to accelerate their horsemanship results.

That's why we created the Parelli Professionals Program.

Having Licensed Instructors is especially important to me because I need people I can trust to teach my program with integrity... and who I can confidently recommend to students of Parelli Natural Horse•Man•Ship.

Now in its 15th year (at the time of printing), the Professionals Program has proven to be very effective and I'm especially proud of the level of commitment and pride my Instructors have shown through the development and expansion of Parelli Natural Horse•Man•Ship.

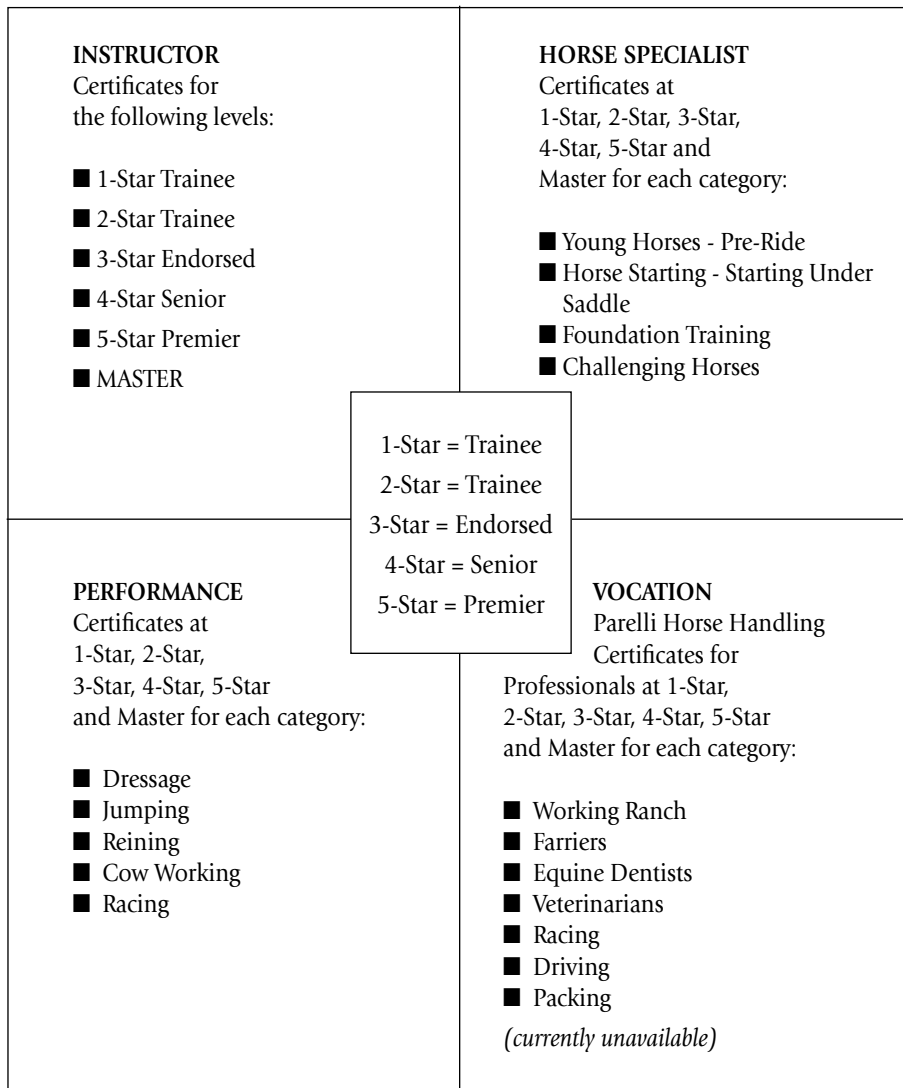
I look forward to qualifying more and more Instructors to support students all over the world, and to continuing development of one of the most respected professional programs in the industry.

A handwritten signature in black ink, consisting of stylized initials 'PP' followed by a flourish.

Pat Parelli

Parelli Professionals Program Overview

There are four vocational tracks for Parelli Professionals. You may embark on a combination of these, or one at a time.



What does 'Licensed by Parelli Natural Horse•Man•Ship' mean?

Being Licensed as a Parelli Professional means that your customers can be confident that you have Pat Parelli's stamp of approval.

They can trust that you will teach Pat Parelli's student education program – *Pat Parelli's Savvy System* – without variation from Pat's standards, not overwhelm the student or horse by teaching concepts out of sequence, nor bring in external information that is not consistent with Pat Parelli's philosophies on teaching horses and people.

It also ensures the following:

- a high level of horsemanship
- a working knowledge of Parelli Natural Horse•Man•Ship as a student and as an Instructor or Specialist
- higher level support in cases of difficult situations, problems, emergencies
- use and sale of authentic Parelli materials (education and tools)
- quality of professional grooming and experience
- up-to-date knowledge, studying regularly with higher level Parelli Instructors and with Pat Parelli and/or Linda Parelli and also at the Parelli Centers
- Parelli Natural Horse•Man•Ship support in situations of dispute (provided you are not operating outside of the guidelines listed for your rating)
- instant customer base through the Parelli network
- promotion to millions of people, worldwide
- potential for state-wide, national and international work*
- high level recommendations / business opportunities*
- participation at Parelli Natural Horse•Man•Ship events, personal promotion*
- access to Parelli Natural Horse•Man•Ship materials, business secrets, advice, marketing tools, connections, sponsors, etc. *

* dependent on Star Rating

How to Advance Status

- **To BECOME A Parelli 1-Star Instructor (entry level):**

Applicants must have:

1. Official Level 3 rating, assessed by Video / DVD by the Parelli Center Faculty
2. Have attended the 6-week Course cycle at the Parelli Centers
3. Written recommendations from two 3-Star Parelli Professionals or higher
4. Applicants attend a 10-week University module, which will include a four week boot camp to assess horsemanship and professional suitability. On successful completion of this University module the applicant becomes a 1-Star Trainee

1-Star Trainees have three years to become fully Endorsed 3-Star Parelli Professionals.

- **To ADVANCE your status to 2-Star Trainee Instructor**

Applicants must have:

1. Completed compulsories (see Parelli Professionals Log Book)
2. Successfully complete a 10-week University module, or equivalent as requested

- **To ADVANCE your status to 3-Star Instructor**

This is when you have Pat & Linda's confidence to teach Levels 1-3 worldwide.

Applicants must have:

1. Completed compulsories (see Parelli Professionals Log Book)
2. Successfully complete a 10 week University module, or equivalent as requested

- **To Maintain your status as a 3-Star Professional**

1. Completed compulsories (see Parelli Professionals Log Book)
2. Maintain a high professional standard with customers and the Parelli Corporation

- **4-Star Senior Instructor**

– by invitation only

For consideration:

1. Minimum 6 years as a full time 3-Star Instructor
2. Completed compulsories (see Parelli Professionals Log Book)
3. Exemplary Professional performance with customers and the Parelli Corporation
4. Be available to teach / assist / present for and/or with Parelli USA as needed, within reason
5. Absence of customer complaints (high number of customer accolades)

- **To Maintain your status as a 4-Star Professional (same as above)**

- **5-Star Instructor – by invitation only**

For consideration:

1. Minimum 8 years as a full time 3-Star or 4-Star Instructor
2. Completed compulsories (see Parelli Professionals Log Book)
3. Exemplary Professional performance with customers and the Parelli Corporation
4. Absence of customer complaints (high number of customer accolades)
5. Be available to teach/assist/present for and/or with, Parelli USA, within reason.
6. Appropriate and effective Mentor for other Professionals

- **To Maintain your status as a 5-Star Professional (same as above)**

What would cause a Star Rating to be revoked or lowered?

An annual Star Rating review is carried out at the time of Re-Licensing. Professional status may be REVOKED or a STAR RATING CHANGED, for patterns of:

- Compulsories not met
- Teaching more than endorsed and/or allowing stallions in any class
- Poor credit with Parelli Office
- Unreported/unresolved student complaints, accidents
- Poor peer relations
- Poor office/business relations with Parelli Natural Horse•Man•Ship, or Sponsors
- Poor communication/lack of contact with Parelli through professionals@parelli.com
- Using products, equipment, techniques, etc. not approved by Parelli Natural Horse•Man•Ship
- Unprofessional behavior
- Behavior counter to corporate objectives (eg. Courses held too close/in competition with Parelli International Savvy Center locations)

******for more information on this please refer to the Code of Practice at the back of the Parelli Professionals Log Book******

How to become reinstated after a 'leave of absence'

Sometimes a Professional may request permission for a 'leave of absence' from their Professional role. The Professional agrees to not teach during this period of time. When the Professional applies for reinstatement of their license, they need to successfully complete a refresher course or module as requested.

Standard & Accelerated Pathways

It is necessary for Parelli Professionals to reach 3-Star over a 3-year time frame. 4-Star and 5-Star are by invitation only.

STANDARD Pathway

Over a period of three years after attaining 1-Star, complete the necessary compulsories (see Log Book) including attendance to a minimum of two 10-week University modules (or equivalent as requested) to attain 3-Star status as an Instructor or in a Horse Specialist area.

ACCELERATED Pathway

For those with high goals (by invitation only). Commit to 3-years full time with the Parelli Center Faculty to reach 3-Star status in Instructor, Horse Specialist and Performance areas.

Parelli Instructor Definitions

RATING					
1-Star Trainee ★	2-Star Trainee ★★	3-Star ★★★	4-Star ★★★★	5-Star ★★★★★	MASTER
MEANING					
Entry level; • Teach Level 1 • Maximum of 2 students per teaching session • No fee for instruction • No auditors	Gaining experience; • Teach Levels 1 and 2 • Assess Level 1 • Maximum of 6 students per teaching session • Can now charge for instruction • Maximum 5 auditors	Endorsed to: • Teach Levels 1, 2 and 3 • Assess Levels 1 and 2 • Maximum of 10 students per teaching session • All Parelli Instructors must reach 3-Star status.	This Instructor has what it takes to teach Levels 1, 2 and 3 in larger groups as well as keep audiences involved. It describes a different, more talented or developed level of skill in all areas: personality, horsemanship, horse savvy, business skills.	Very, very few Instructors will be selected to become 5-Star rated. This Instructor moves into an area that involves corporate focus, inclusion and opportunity. This level of Instructor is a mentor for other Instructors.	Well versed in Pat Parelli's Program, up to Level 4. This Instructor has spent the most time with Pat, has substantial teaching and horse training qualification and experience.
EXPECTATIONS					
<ul style="list-style-type: none"> • To practice teaching students the Partnership Program, focusing only on this Level. • To use the Partnership Program materials as the curriculum. • To develop teaching, communication and problem-solving skills. • To experiment with what it takes: to get people committed to the program; to make advancements; and acquire the Partnership Program, Savvy Club Membership and equipment necessary to facilitate rapid results. • To develop a student for Level 1 Official Pass within 30 to 60 days of the student starting the program. • To attain 2-Star status within 12 months. 	<ul style="list-style-type: none"> • To teach Level 2 effectively, using the Harmony Program as the curriculum. • To learn how to teach more than two people at a time. • To develop more naturally savvy ways to help people solve problems in their horsemanship endeavors (lateral tasks, not direct-line). • To develop Level 2 students well enough to pass their Level 2 in 6 - 18 months. • To stay current with updates to Parelli Savvy System curriculum updates • To attain 3-Star status within specified time. 	<ul style="list-style-type: none"> • To teach Level 3 effectively, using the Refinement Program as the curriculum. • To be a high caliber Instructor, understanding Pat Parelli's Savvy System at all three Levels to the point that they can teach it without being "direct line" about the tasks. • To solve problems through isolation of ingredients. • To develop students from Level 2 to Level 3 within 12 - 36 months. • To stay current with updates to Savvy System curriculum updates. • To study horsemanship and teaching regularly at the Parelli Centers. 	<ul style="list-style-type: none"> • Very few Parelli Instructors will want to do what it takes to reach this level of expertise. It involves so much more study and commitment. • The 4-Star Senior Instructor has more time with Pat, horsemanship skills, experience, horse training certificates, more responsibility, higher business acumen, sales and communication skills, etc. and also more privileges. • The personal investment and expectation is considerable and therefore it is only for the most dedicated and most ambitious Instructor. • The 4-Star Senior Instructor is as much an ambassador as a teacher, and may assist with the selection and development of new instructors 	<ul style="list-style-type: none"> • To work closely with Pat and Linda Parelli or their management team on subjects such as program development, Instructor development and mentoring, implementation of curriculums, public demonstrations and exhibitions on a national and international level. 	<ul style="list-style-type: none"> • To work closely with Pat Parelli on subjects such as program development, Instructor development and mentoring, implementation of curriculums, public demonstrations and exhibitions on a national and international level. • Develop high level Instructors, teach more advanced and long term courses.

Parelli Professional Qualifications

The following charts illustrate the level of skill, experience and study pathways required to gain specific and more advanced levels of Parelli Instructor status.

HORSEMANSHIP SKILLS & EXPERIENCE

	1-Star TRAINEE ★	2-Star TRAINEE ★★	3-Star ★★★	4-Star ★★★★	5-Star ★★★★★
Parelli Natural Horsemanship Level	Level 3 (with 1 horse)	Level 3 (with a second horse in 3 Savvies)	Level 3 (with 2 horses)	Level 4	Level 4 or higher
Years of Experience	0	1	3 or more	6 or more	8 or more
# Horse Training Stars:	1	2	3 of the following:	3 of the following:	4 of the following:
Colt Start		•	•	•	•
Difficult Horses			•	•	•
Young Horses			•	•	•
Foundation Training (Levels 1–3)	•	•	•	•	•
# Performance Certificates:	0	0	0	1 or more of the following:	1 or more of the following:
Dressage				•	•
Jumping				•	•
Reining				•	•
Racing				•	•
Cow-Working				•	•

Teaching Requirements and Endorsements

These are recommendations for success as a Parelli Instructor.

	1-Star TRAINEE ★	2-Star TRAINEE ★★	3-Star ★★★	4-Star ★★★★	5-Star ★★★★★
Endorsed to Teach	Level 1	Levels 1 - 2	Levels 1 - 3	Levels 1 - 3	Levels 1 - 4
Endorsed to Assess	—	Level 1	Levels 1 - 2	Levels 1 - 2	Levels 1 - 2
Maximum Students Per Session (at no charge)	2	6	10	14	16
Maximum Session Time	1 Day*	2 Days*	3 Days* (Unless at ISC)***	5 Days (Unless at ISC)	5 Days (Unless at ISC)
Maximum Audience	0	5	20	200	2,000
Endorsed for Public Demonstrations**	—	—	✓ (local)	✓ (state)	✓ (national)

*Maximum consecutive days with same student.

**Note: some Instructors can be awarded special permission for higher status demonstrations.

***3-Stars with minimum 2 years experience, after reaching 3-Star, can teach up to 5-day events

Skills Training

Required study during the level of status shown in order to develop excellence and/or qualify for advancement (see Instructor Log Book for more details).

BUSINESS / TEACHING SKILLS	1-Star TRAINEE ★	2-Star TRAINEE ★★	3-Star ENDORSED ★★★	4-Star SENIOR ★★★★	5-Star PREMIER ★★★★★
Annual Savvy Conferences	✓	✓	✓	✓	✓
ISC University Modules or equivalent	✓	✓	✓	✓	✓
Study of Teaching (with Linda/Pat Parelli/Faculty)	✓	✓	✓	✓	✓
Study of Assessments/Evaluations	Level 1	Level 2			
Personal Development		✓	✓	✓	✓
Public Speaking		✓	✓	✓	✓
People Skills / Conflict Resolution		✓	✓	✓	✓
Business / Financial Skills			✓	✓	✓
Marketing			✓	✓	✓
Sales Training			✓	✓	✓
Motivational Speaking				✓	✓
Media Skills (interviews: press, radio, TV)			✓	✓	✓
First Aid	✓	✓	✓	✓	✓

EQUINE-RELATED SKILLS	1-Star TRAINEE ★	2-Star TRAINEE ★★	3-Star ENDORSED ★★★	4-Star SENIOR ★★★★	5-Star PREMIER ★★★★★
Saddle Fitting / Pads*		✓	✓	✓	✓
Bits / Bridles / Hackamore		✓	✓	✓	✓
Nutrition*				✓	✓
Natural Therapies: Photonic Therapy*		✓	✓	✓	✓
Dentistry*				✓	✓
Shoeing*				✓	✓

**This does not mean you need to become a professional Farrier or Dentist (for example), but rather gain an educated understanding to improve diagnostic skills and recommended actions.*

Privileges and Opportunities

With status, experience and responsibility, come certain privileges and opportunities for the Parelli Instructor.

	1-Star TRAINEE ★	2-Star TRAINEE ★★	3-Star ENDORSED ★★★	4-Star SENIOR ★★★★	5-Star PREMIER ★★★★★
Wholesale prices	•	•	•	•	•
Use of Licensed Parelli Professional Logo		•	•	•	•
Listing in Parelli publications		•	•	•	•
Priority listing in Parelli publications				•	•
Participation / Promotion at Events		•	•	•	•
Savvy Club Membership	•	•	•	•	•
High profile teaching/presenting opportunities				•	•
High profile employment opportunities				•	•
Access to Parelli Sponsors*			•	•	•
Mentor other Instructors				•	•
Invited to teach uni modules				•	•

*Where contract permits

Personal Attributes

Attributes necessary for Instructors at various levels of status. These attributes may be natural to the individual and/or developed.

<p>1-Star TRAINEE ★</p>	<p>2-Star TRAINEE ★★</p>	<p>3-Star ENDORSED ★★★</p>	<p>4-Star SENIOR ★★★★</p>	<p>5-Star ★★★★★</p>
	<p>People-lover Professional Good Personal Presentation / Grooming Flexible / Patient Polite / Respectful Diplomatic Fun Rapport-builder Friendly Helpful Mature Compassionate Reliable Knowledgeable (of Parelli Natural Horse•Man•Ship Program) Non-judgmental Positive, Progressive, Natural</p>	<p>Professional Solutionary Confidence Builder Good Leader Corporate Attitude Sales Skills Fun Problem Solver Group Skills Athletic Multi-skilled People Skills Lively Team Player Excellent Presentation Skills</p>	<p>Calm in Crisis Business-minded Articulate Leadership Qualities Corporate Interest Mentoring Fun Very Progressive Role Model Big Picture Focus Team Builder</p>	

