

# Learn to Play Polo

A Step by Step Process

*Prepared for:*

**Destination Polo Inc.**

**and partners in:**

*New York/Virginia/Kentucky/Texas/California/Florida*





# A Guide to Learning Polo

*Lessons - Playing - Ownership*



# Phases of Learning Polo

- ◆ Lessons - Learning the Basics
- ◆ Playing - Riding / Hitting / Strategy and Rules
- ◆ Horses - Ownership and Care
- ◆ Polo - Short Term or Long Term



# Polo - Learning the Basics

- ◆ The first step to learning polo is taking lessons. No matter if you ride or have never been on a horse, there is a methodology we employ to teach people polo. Safety, enjoyment, and progression are the keys to our strategy. We incorporate our experience to teach you the fastest way possible without sacrificing the key elements.





- ◆ The first step is learning the swing. We break it down into a simple process. By stressing the concept of keeping everything as efficient and easy as possible we maximize the effectiveness of everything. Over time we introduce new information and concepts which build on the skills previously learned.
- ◆ Once the swing is learned we start to introduce aspects of the line of the ball (the basis of most polo rules) and riding.
- ◆ Early on, we keep things very user friendly. The horses we teach on are experts at what they do. It's always amazing to see someone who can't ride be able to maneuver around the field the first time. Once the initial phase is over we move students to different horses that force them to learn how to ride. Sometimes this can be a frustrating step but is a necessary block in the polo pyramid.



# Playing - Hitting / Riding / Strategy

- ♦ Hitting the ball is the first step to learning to play. Once you can safely stay on the horse and hit the ball you are ready to start playing slow chukkers. Once you experience your first polo game there's no going back. It's a feeling like no other and it's a journey that will last the rest of your life. Every game is a new chance to practice what you've learned and to work on new skills. Polo is a dynamic sport and no two scenarios on the field are ever the same .





# Riding

- ◆ As you progress in learning polo you will learn to ride more proficiently. Over time we will evaluate the style of rider that you are and will eventually have a blueprint for the type of horse that you need. Make no mistake, you will learn to ride, but a large part of your success will be in trusting us to know what is important and what type of horse you ultimately need. It is much easier at the end of the day to find a horse that suits your style of riding rather than trying to teach you to ride every horse. You could spend a lifetime trying to ride a horse for 5 minutes, but I guarantee you it will be easier to find a horse you can ride in 5 minutes for a lifetime...



# Strategy and Rules

- ◆ Polo is so much more than it appears. To the outsider all they see is horses running and people chasing a little white ball. Don't let that fool you. There is a wealth of information hidden in the strategy and the rules that will make your journey and experience in polo so much more. Learning the proper way means doing the right thing at the right moment. For those that don't, all they hear is the whistle of a foul being called because they just don't understand what is going on. When people come to us from different areas we always hear "well no one ever taught me that..." It wasn't because they didn't want to, it's because their teacher didn't know. There is a huge difference in playing polo and understanding the finer points of the game. Our knowledge base has come from all over the world and we utilize every angle. We have a reason for everything that we do. In the end the proof is in the final product; you on the field playing polo.



# Horses - Ownership and Care

- ♦ If you are like most people and took up polo later in life the easiest way to excel in the sport is horses. You can learn to hit the ball, you can learn where to be on the field, but if you can't make it to the ball or the play, you're helpless. Most people say that horses are 70% of the game; we feel they are at least that. If you are going to trust an animal with your safety and well being on the field, why not get the best that you can?





- ◆ We see it all the time, people put an arbitrary number on a horse they want to buy without regard to actually knowing what they need or what's important. Purchasing a horse is the most important step in anyones polo career and most people fail. There are so many different variables, it would be impossible for a beginner to get them right. We pride ourself in knowing what's important and what is acceptable in terms of horses. When you look at the service life of 5-10 years for a horse, the initial price is minimal as compared to enjoyment level, maintenance required for the animal and what it costs if it doesn't work out. These are all aspects we feel comfortable working out for people and pride ourselves in knowing the good from the bad.



# Care

- ♦ What happens after the sale is just as important in our opinion. The care of the polo pony no matter how simple it might seem is important in keeping the horse in top shape both physically and mentally. We don't expect anyone to understand what they need or anticipate that they will become an expert in horse care. Our team always has a plan ready to make sure that your experience is top notched by offering turn key service. We handle every detail so that your time is maximized in having fun and not learning the ins and outs of the horse world.





# Polo - Short or Long Term

- ◆ It makes no difference to us if your polo experience lasts one lesson or a lifetime, you will get the same level of service from us for your time spent. If all you want is basic exposure to the game and a picture, we love that. It promotes recognition for the sport and an understanding of the game you can share with your friends.
- ◆ If you actually want to learn to play then we hope that you give us a chance to show you how to do it the right way. Its statistically impossible for you to do it cheaper yourself. There are to many pitfalls that you will encounter and over time your mistakes will add up. So unless your goal is to waste time and money, why not leave it up to the professionals to design a program that is specifically tailored to your needs. We are more than happy to walk you through the process in more detail with concrete costs and explanations of a longer term plan.



# The Next Step

- ◆ We look forward to working with you in your polo career. We have partners all over the United States and polo is found in many places no one even knows about. So no matter where you live, we feel that our organization of professionals can assist you at every step of the process. Feel free to call any time to discuss any part of the process. Polo is what we do and we look forward to sharing it with you.

- ◆ **Doug Barnes** - Owner Destination Polo



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