



Talking Points

Be prepared to greet fairgoers with a positive attitude and a smile.

Here are some possible questions they may ask you.

Q: *Why do you like exhibiting animals?*

- I enjoy raising animals & taking care of them.
- I enjoy seeing them change as they grow.
- Animals are given to us for our needs and so they deserve our respect and care.

Q: *Why are practices such as tail' docking, teeth clipping and castration used in some animals?*

- These practices-are done to maintain the health of the animal.
- They protect the safety of other animals and humans.
- University scientists continue to research management practices.

Q: *Why are some animals confined?*

Some animals are raised in individual spaces for individual care and their safety.
Indoor housing: protects them from disease and predators.

Q: *Why are antibiotics used on a farm?*

- Farmers care about the health of their animals and it is important to keep them healthy.
- Our veterinarian has created a health program for prevention and treatment of our animals.

Q: *Why do you use canes and show sticks'?*

- They enable me to move animals more safely.
 - The animals then know where to go.
- Mistreatment of any kind is not tolerated.

Animals at the Fair **Keeping Things Positive**

You are a livestock exhibitor that cares for the well being of your livestock project. Not all fairgoers may think the same and attending a county fair or state fair may be the only opportunity that some people can see farm animals. Consumers may develop their own opinion of what they see at animal shows and correlate that to the whole industry. Thus be mindful and support one another at the fair making sure animals are properly cared for and treated. Make sure all animals are watered, fed, clean and bedded. Look up some of these organizations/movements on the internet: PETA, HSUS, Meatless Mondays, etc. to educate yourself on their goals.

If you find yourself talking to people who may have negative views about animal agriculture remember:

Do not be defensive, do not cross your arms or roll your eyes, stand at the visitors' eye level to have a conversation, ignore your cell phone and focus on the visitor, speak in a calm voice and make eye contact.

Be respectful and listen to their point of view.

Don't be afraid or modest; share your story with confidence.

Be proud that you are a farmer and a producer of food.

Help other exhibitors to make sure that all animals have the best care while at the fair.
Ask an adult for help with questions that you are not sure how to answer

Use your passion for your animal project to help deliver factual information!

If your visit with a fairgoer does not seem like a friendly one or starts out positive and then turns negative, ask a parent or adult leader to join the visit or direct the fairgoer to the Fair Office for additional information.