

The Business Of Sports Agents

Aaron N. Wise, Bruce S. Meyer

The Business of Sports Agents Kenneth L. Shropshire, Timothy Davis, N. Jeremi Duru, 2016-05-16 Kenneth L. Shropshire, Timothy Davis, and N. Jeremi Duru, experts in the fields of sports business and law, examine the history of the sports agent business and the rules and laws developed to regulate the profession, and consider recommendations for reform.

The Business of Sports Agents Kenneth L. Shropshire, Timothy Davis, N. Jeremi Duru, 2016-03-22 Successful sports agents are comfortable with high finance and intense competition for the right to represent talented players, and the most respected agents are those who can deal with the pressures of high-stakes negotiations in an honest fashion. But whereas rules and penalties govern the playing field, there are far fewer restrictions on agents. In *The Business of Sports Agents*, Kenneth L. Shropshire, Timothy Davis, and N. Jeremi Duru, experts in the fields of sports business and law, examine the history of the sports agent business and the rules and laws developed to regulate the profession. They also consider recommendations for reform, including uniform laws that would apply to all agents, redefining amateurism in college sports, and stiffening requirements for licensing agents. This revised and expanded third edition brings the volume up to date on recent changes in the industry, including: —the emergence and dominance of companies such as Creative Artists Agency and Wasserman Media Group —high-profile cases of agent misconduct, principally Josh Luchs, whose agent certification was revoked by the NFLPA —legal challenges against the NCAA that may fundamentally change the definition of amateurism —changes to agent regulations resulting from new collective bargaining agreements in all of the major professional sports —evaluation of the effectiveness of the Uniform Athlete Agents Act (2000) to regulate agent conduct —issues faced by the increasing number of agents representing athletes who work abroad as well as athletes from abroad who work in the United States. Whether aspiring sports agent, lawyer, athlete seeking an agent, or simply interested in understanding the world of sports representation, the reader will find in *The Business of Sports Agents* the most comprehensive overview of the industry as well as a straightforward analysis of its problems and proposed solutions.

The Business of Sports Scott Rosner, Kenneth Shropshire, 2011 *The Business of Sports*, Second Edition is a comprehensive collection of readings that focus on the multibillion-dollar sports industry and the dilemmas faced by today's sports business leaders. It contains a dynamic set of readings to provide a complete overview of major sports business issues. The Second Edition covers professional, Olympic, and collegiate sports, and highlights the major issues that impact each of these broad categories. The Second Edition continues to provide insight from a variety of stakeholders in the industry and cover the major business disciplines of management, marketing, finance, information technology, accounting, ethics and law. In addition, it features concise introductions, targeted discussion questions, and graphs and tables to convey relevant financial data and other statistics discussed. This book is designed for current and future sports business leaders as well as those interested in the inner-workings of the industry.

The Business of Sports Agents Timothy Davis, 2011 The sports agent industry, one of the most intriguing businesses to develop as sport has become big business, has been glamorized by motion picture, television, and journalistic accounts. *The Business of Sports Agents* undertakes a serious examination of the business, ethical and legal dimensions of the sports agent industry. The book provides an up-to-date account of the current state of the business affairs of the industry, including a detailed discussion of the recent restructuring of the major agent representation firms. It also examines the history of the sports agent industry and its legal foundations. The book then identifies and critically assesses mechanisms - common law tort, contract and agency principles, uniform state and federal agent legislation, securities law, NCAA rules, and player association regulations - that attempt to ameliorate the myriad problems associated with the industry (e.g., improper recruiting, misappropriation of client funds, agent competence, conflicts of interest, and client stealing). It closes by considering recommendations for reform, including redefining amateurism in college sports and stiffening requirements for licensing agents. Among the chapters included in the book are the following: Historical and Legal Foundations Consolidation: An Evolving Industry The Basics: Competition for Clients Unscrupulous and Criminal: The Problem Agents Conflicts of Interest Ethics: Attorney Versus Nonattorney Agents Agent Wars Knights of Columbus Rules? Private Agent Regulations A Uniform Approach: The Uniform Athlete Agents Act.

Becoming a Sports Agent Gary Rivlin, 2021-02-16 A revealing guide to a career as a sports agent written by Pulitzer Prize-winning journalist Gary Rivlin and based on the real-life experiences of several top agents—required reading for anyone considering this profession. *Becoming a Sports Agent* takes you behind the scenes to find out what it's really like, and what it really takes, to become a sports agent. Bestselling and Pulitzer Prize-winning reporter Gary Rivlin shadows some of the best agents in sports to show how this dream job becomes reality. Behind every high-profile athlete—in football, baseball, basketball, and more—is an agent. Learn the ins and outs of scouting, contract negotiation, licensing, brand building, and more. Takeaway invaluable lessons as you follow the paths of top-tier agents, from legendary pioneers like Leigh Steinberg, who represents star quarterback Patrick Mahomes, to Don Yee, who represents Tom Brady, to Matt Sosnick, whose client list includes baseball rookie sensation Pete Alonso. Rivlin uncovers the realities of this cut-throat business, from discovering unknown talent to securing multi-million-dollar deals.

An Athlete's Guide to Agents Robert Ruxin, 2010 Student athletes need to begin thinking about the agent selection process much earlier than their senior year of college. The understanding of what an agent does, why they are paid, and what should go into their selection should begin early in an athlete's life. *An Athlete's Guide to Agents*, Fifth Edition is designed to better prepare athletes and their families to screen, select, and work with an agent. It teaches families about the importance of sports agents and allows athletes and their families to be active participants instead of handing all power away to a sports agent upon signing an agency contract.

The Agent Leigh Steinberg, Michael Arkush, 2014-01-21 A New York Times bestseller! The real-life Jerry Maguire, superagent Leigh Steinberg shares his personal stories on the rise, fall, and redemption of his game-changing career in the high-stakes world of professional sports. Leigh Steinberg is renowned as one of the greatest sports agents in history, representing such All-Pro clients as Troy Aikman, Bruce Smith, and Ben Roethlisberger. Over one particular seven-year stretch, Steinberg represented the top NFL Draft pick an unheard of six times. Director Cameron Crowe credits Steinberg as a primary inspiration for the titular character in *Jerry Maguire*, even hiring Steinberg as a consultant on the film. Lightyears ahead of his contemporaries, he expanded his players' reach into entertainment. Already the bestselling author of a business book on negotiation, the original superagent is now taking readers behind the closed doors of professional sports, recounting priceless stories, like how he negotiated a \$26.5 million package for Steve Young—the biggest ever at the time—and how he passed on the chance to represent Peyton Manning. Beginning with his early days as a student leader at Berkeley, Steinberg details his illustrious rise into pro sports fame, his decades of industry dominance, and how he overcame a series of high-profile struggles to regain his sobriety and launch his comeback. This riveting story takes readers inside the inner circle of top-notch agents and players through the visionary career of Leigh Steinberg, the pre-eminent superagent of our time.

Business of Sport Management John Beech, Simon Chadwick, 2013-02-14 The full text downloaded to your computer With eBooks you can: search for key concepts, words and phrases make highlights and notes as you study share your notes with friends eBooks are downloaded to your computer and accessible either offline through the Bookshelf (available as a free download), available online and also via the iPad and Android apps. Upon purchase, you'll gain instant access to this eBook. Time limit The eBooks products do not have an expiry date. You will continue to access your digital ebook products whilst you have your Bookshelf installed. Over the first decade of the 21st century the scale and importance of the commercial sport industry has increased dramatically and rapidly. This edition of the ground-breaking text *The Business of Sport Management* has been comprehensively revised, updated and significantly expanded in scope to meet the needs of today's sports management students, and equip future managers with the tools they need to succeed. Elegantly blending theory with practice, the text looks first at the distinctive context of sport organisations. It then examines the sport management theories and practice within functional areas such as finance, HRM, marketing and strategy. Finally it considers important issues such as risk management, sponsorship, retailing, social media, sports betting and more. Written with a thoroughly international perspective, this book is ideal for students of sports management on programmes of sports, leisure and business studies, and will also be of great interest to practitioners working in sport businesses.

The Business of Sports George Foster, Stephen A. Greyser, Bill Walsh, 2006 Get the business casebook that scores on all levels! THE BUSINESS OF SPORTS: CASES AND TEXT ON STRATEGY AND MANAGEMENT shows you how off-the-field business interests change the dynamics of play. Cases include: cases on major league soccer, the Boston Red Sox's Fenway Park, the pros and cons of hiring a sports agent, Magic Johnson's endorsement deals and the Women's NBA. And after every case is a discussion section, so you'll know you're learning what you need to know for the test.

The Business of Sports Mark Conrad, 2017-02-17 The Business of Sports provides a comprehensive foundation of the economic, organizational, legal and political components of the sports industry. Geared for journalism, communication and business students, but also an excellent resource for those working in sports, this text introduces readers to the ever-increasing complexity of an industry that is in constant flux. Now in its third edition, the volume continues to offer a wealth of statistics and case studies, up to date with the newest developments in sports business and focused on cutting-edge issues and topics, including the many changes in international sports and the role of analytics in decision-making and tax rules that have a major effect on athletes and teams.

Sports Agents and Labour Markets Giambattista Rossi, Anna Semens, Jean Francois Brocard, 2016-06-10 The sports agent has become a highly significant figure in contemporary sport business. The role of the agent is essential to our understanding of labour markets and labour relations in an increasingly globalised sports industry. Drawing on extensive empirical research into football around the world, this book explains what agents do, how their role has changed, and why this is important for future sport business. Offering analysis from economic, legal, social and historical perspectives, the book explores key topics such as: the history of sports agents including the emergence of the modern agent in US sport typologies and demographic profiles of agents in football valuations and organisational analysis of leading European agents and agencies relations between agents and clubs future directions for research into sports agents. Focusing on the major European leagues, this book goes further than any other in illuminating an important but under-researched aspect of contemporary sport business. It is a valuable resource for any student, researcher or policy-maker with an interest in sport business, sport management, sport policy, the economics of sport or labour economics.

The Business of Sports Mark Conrad, 2011-02-02 This book explores the business aspect of sports with an orientation to those topics that are most relevant to journalists, providing the foundation for understanding the various parts of the sports business. Moving beyond sports writing, this text offers a distinct perspective on professional, college, and international sports organizations - structure, governance, labor issues, and other business factors within the sports community. Written clearly and compellingly, The Business of Sports includes cases (historical, current, and hypothetical) to illustrate how business concerns play a role in the reporting of sports. New features for the second edition include: updates throughout, including disciplinary policies throughout the major sports leagues expanded discussion of intellectual property issues and merchandising new sections on ethical issues in sports, aimed at journalists. Offering critical insights on the business of sports, this text is a required resource for sports journalists and students in sports journalism.

Illegal Procedure Josh Luchs, James Dale, 2012-03-20 For fifteen years, sports agent Josh Luchs made illegal deals with numerous college athletes, from top-tier, nationally recognized phenoms to late-round draft picks. Flagrantly flaunting NCAA and NFL Players Association rules, he made no-interest loans to players in exchange for the promise of representation on their lucrative pro contracts. After cleaning up his act in 2003, he moved to a new agency, only to be targeted and pushed out of the business for a new violation-one he arguably did not commit. Then, in October 2010, Luchs wrote a confessional article in Sports Illustrated, telling the truth about what he did and didn't do. Since then he has taken on a new role: whistle-blowing, truth-telling reformer. And in telling his own story, Luchs pulls back the curtain on the real economy of college football: how agents win players legally and otherwise, the staggering sums colleges make from an unpaid workforce, the shortfalls of supposed full-ride scholarships, and the myth of a college education given to scholarship jocks. Including new information about major players and scandalized programs such as USC, Auburn, and Ohio State, this book pulls no punches. It's a stunning and necessary read for anyone who loves the game, and the first step toward fixing a broken system. Praise for Josh Luchs' Sports Illustrated story: There are no innocents in all this-including Luchs. The difference now is Luchs isn't claiming to be innocent. -John Feinstein, Washington Post [Luchs pulls] the inner workings of an oily business out of the shadows.-Pat Forde, ESPN A must-read.-New York Times

Encyclopedia of Sports Management and Marketing Linda E. Swayne, Mark Dodds, 2011-08-08 This four-volume set introduces, on the management side, principles and procedures of economics, budgeting and finance; leadership; governance; communication; business law and ethics; and human resources practices; all in the sports context. On the marketing side this reference resource explores two broad streams: marketing of sport and of sport-related products (promoting a particular team or selling team- and sport-related merchandise, for example), and using sports as a platform for marketing non-sports products, such as celebrity endorsements of a particular brand of watch or the corporate sponsorship of a tennis tournament. Together, these four volumes offer a comprehensive and authoritative overview of the state of sports management and marketing today, providing an invaluable print or online resource for student researchers.

Pay Dirt James P. Quirk, Rodney D. Fort, 2018-06-05 Why would a Japanese millionaire want to buy the Seattle Mariners baseball team, when he has admitted that he has never played in or even seen a baseball game? Cash is the answer: major league baseball, like professional football, basketball, and hockey, is now big business with the potential to bring millions of dollars in profits to owners. Not very long ago, however, buying a sports franchise was a hazardous investment risked only by die-hard fans wealthy enough to lose parts of fortunes made in other businesses. What forces have changed team ownership from sports-fan folly to big-business savvy? Why has The Wall Street Journal become popular reading in pro sports locker rooms? And why are sports pages now dominated by economic clashes between owners and players, cities with franchises and cities without them, leagues and players' unions, and team lawyers and players' lawyers? In answering these questions, James Quirk and Rodney Fort have written the most complete book on the business and economics of professional sports, past and present. Pay Dirt offers a wealth of information and analysis on the reserve clause, salary determination, competitive balance in sports leagues, the market for franchises, tax sheltering, arenas and stadiums, and rival leagues. The authors present an abundance of historical material, much of it new, including team ownership histories and data on attendance, TV revenue, stadium and arena contracts, and revenues and costs. League histories, team statistics, stories about players and owners, and sports lore of all kinds embellish the work. Quirk and Fort are writing for anyone interested in sports in the 1990s: players, players' agents, general managers, sportswriters, and, most of all, sports fans.

Routledge Handbook of Football Business and Management Simon Chadwick, Daniel Parnell, Paul Widdop, Christos Anagnostopoulos, 2018-11-19 Soccer is the world's most valuable sport, generating bigger revenues, as well as being watched and played by more people, than any other. It is virtually impossible to understand the business of sport without understanding the football industry. This book surveys contemporary football in unparalleled breadth and depth. Presenting critical insights from world-leading football scholars and introducing football's key organisations, leagues and emerging nations, it explores key themes from governance and law to strategy and finance, as well as cutting edge topics such as analytics, digital media and the women's game. This is essential reading for all students, researchers and practitioners working in football, sport business, sport management or mainstream business and management.

The Business of Sports Mark Conrad, 2011 Additions to this second edition include: --

International Sports Law and Business Aaron N. Wise, Bruce S. Meyer, 1997-05-23 This comprehensive, three-volume set focuses on the legal and business aspects of sports in the United States and abroad. The authors have presented the subject matter from a practical and pragmatic perspective, yet with analytical precision and attention to fine points of detail. This book is composed of five parts: Part I deals with the law and business of sports in the United States, with the primary emphasis on the legal aspects of professional sports. Part II deals with the internationalization of sports from various perspectives, principally North American team sports. Part III explores the law and business of sports in 18 non-U.S. jurisdictions--subject matter hardly covered in other sources, if at all. Part IV treats the legal and, to some extent, business aspects of broadcasting and sports, both in the United States and in selected foreign jurisdictions. Part V focuses upon sports marketing in its various forms in the United States, as well as its international perspectives. This easy-to-read work is

unmatched in that it covers subjects not addressed or only tangentially addressed in other works, presents insiders perspectives on the subject matter, and focuses extensively on international aspects of sports law and business in connection with many different subjects. Among its exhibits, International Sports Law and Business includes a World League of American Football Standard Player Contract form, a sample World League of American Football Acquisition and Operation Agreement, Statute of Court of Arbitration for Sport and Regulations. It also includes a comprehensive index.

Super Agent Jerry Argovitz, J. David Miller, 2013-01-02 Super Agent. Maverick. Reformer. Iconoclast. Dealmaker. Dentist? Jerry Argovitz has worn many hats in his remarkable life, both inside and outside of the world of sports. As a player agent representing and advising some of the biggest names in the game, Argovitz challenged the NFL both at the negotiating table and in the courtroom, earning a reputation as one of the most powerful men in professional sports. He successfully negotiated the first million-dollar guaranteed contract in NFL history, wrote the language for career-ending insurance policy underwriting for Lloyds of London, and brokered the deal that brought Heisman Trophy-winner Herschel Walker to the upstart USFL as a junior, which opened the floodgates for all underclassmen to follow. As the owner of the Houston Gamblers of the USFL, Argovitz helped to implement several rules which were subsequently adopted by the NFL, and served as a principal figure in a lawsuit against the NFL that proved the league was guilty of Sherman Antitrust violations. Now, Argovitz has a plan to reform the corrupt world of college sports, a plan he will share in this eye-opening book.

Dream Real Eugene Napoleon, 2006-09 Dream Real offers critical, insider knowledge for teens serious about making it to the professional sports level. The book also explores Napoleon's personal trials and tribulations as an African-American youngster from a single-parent home in one of the country's toughest projects. Determined not to become another statistic, Napoleon went on to play professional football, won Teacher of the Year honors, and is now one of the country's top sports agents.--Page 4 of cover

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Table of Contents The Business Of Sports Agents

1. Understanding the eBook The Business Of Sports Agents
 - The Rise of Digital Reading The Business Of Sports Agents
 - Advantages of eBooks Over Traditional Books
2. Identifying The Business Of Sports Agents
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an The Business Of Sports Agents
 - User-Friendly Interface
4. Exploring eBook Recommendations from The Business Of Sports Agents
 - Personalized Recommendations
 - The Business Of Sports Agents User Reviews and Ratings
 - The Business Of Sports Agents and Bestseller Lists
5. Accessing The Business Of Sports Agents Free and Paid eBooks
 - The Business Of Sports Agents Public Domain eBooks
 - The Business Of Sports Agents eBook Subscription Services
 - The Business Of Sports Agents Budget-Friendly Options
6. Navigating The Business Of Sports Agents eBook Formats
 - ePub, PDF, MOBI, and More
 - The Business Of Sports Agents Compatibility with Devices
 - The Business Of Sports Agents Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of The Business Of Sports Agents
 - Highlighting and Note-Taking The Business Of Sports Agents
 - Interactive Elements The Business Of Sports Agents
8. Staying Engaged with The Business Of Sports Agents
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers The Business Of Sports Agents
9. Balancing eBooks and Physical Books The Business Of Sports Agents
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection The Business Of Sports Agents
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine The Business Of Sports Agents
 - Setting Reading Goals The Business Of Sports Agents
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of The Business Of Sports Agents
 - Fact-Checking eBook Content of The Business Of Sports Agents
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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