

QUESTIONS TO ASK YOUR PROSPECTIVE AGENT

Remember: The agent works for you... you do not work for an agent!! This is your decision to make!

1. Look to see whether the agent is registered with the state of North Carolina.
2. Ask the Compliance Office whether the agent is registered with NC State.
3. Did you graduate from Law School? If so, where and when did you graduate?
4. Why does it matter whether my future agent went to Law School?
5. What is your educational background?
6. What is your professional background?
7. Have you ever been disbarred, suspended, reprimanded, censured, or otherwise disciplined or disqualified as an attorney, or as a member of any other profession?
8. Are there currently any complaints or charges pending against you regarding your conduct as an attorney or as a member of any profession?
9. Have you ever been investigated or found guilty of any violations of NCAA rules or those of a professional organization? If so, when and what were the charges?
10. Do not hesitate to ask around about a prospective agent's reputation. Ask the player association of your sport, ask other athletes, even ask other agents.
11. Do you have ownership interests in your company? Are you a partner or strictly an employee?
12. What services do you offer to your clients other than contract negotiations? (financial planning, tax advice, etc.)
13. Make sure your needs are met and that the agent is not overextended in the process.
14. Who will be negotiating my contract?
15. Can you provide me with a list of current clients?
16. How many clients have you lost and what were the reasons for their leaving? Can you provide me with their phone numbers? (for privacy reason they may not be permitted to provide past clients contact information but it doesn't hurt to ask and it would benefit you to know the reason the client left from the client's prospective).
17. Consider what it means to you to work with an agent whose clients have stayed with them for the player's entire career.
18. Have you ever had a dispute with a client and if so, how was it resolved?
19. Who do you consider to be your top clients?
20. What have you done to advance the careers of your clients off the field?
21. What will you do for me once I decide I no longer wish to play professionally?
22. Do you provide an annual statement to your clients? Can you provide me with an example?
23. How do you keep your clients informed of charges?
24. What is your fee structure?
25. Are fees negotiable?
26. How and when are you to be paid?
27. Are you bonded? (if your agent will be handling your money this is important)
28. What is the duration of the agreement?
29. What are the procedures for terminating the agreement?
30. What happens to the agreement if I do not make the team; if I am waived; or if I get injured?
31. What kind of insurance is provided to players?
32. Can you provide me with a projection of my draft status?
33. If I am a free agent, how can you help maximize my chances of making a team?
34. Be careful when dealing with a prospective agent who is willing to offer you money, gifts or other inducements to encourage you to sign with him or her; this will impact your eligibility, not theirs.
35. Always interview more than one agent to ensure that you understand the process and are comfortable with your future decision.
36. Always feel comfortable coming to the Compliance Office to ask for help when deciding what to ask a prospective agent and what he or she may be providing to you in return.

...Do not be discouraged if the agent you are talking to is not able to answer all of these questions. These questions are meant to help guide you through a discussion with a prospective agent. If at any point you become concerned that you do not understand what is required of you should you enter into an agreement with an agent, please do not hesitate to contact the Compliance Office.

Remember, if you enter into an agreement with an agent either in writing or verbal, you have just lost all remaining eligibility in your sport!