

Rules Governing Agents

NCAA rules do not prohibit discussions or meetings with agents. On the other hand, there are strict rules that, if violated, will jeopardize your chances for intercollegiate eligibility. Please be careful, if an individual contacts you and wants to market your athletic ability, make sure you research that potential agent before making a written or oral agreement.

A student-athlete will lose their amateur status and will not be eligible for intercollegiate competition in a particular sport if:

- The student-athlete signs a contract or commitment of any kind to play professional athletics, regardless of its legal enforceability.
- The student-athlete competes with a professional sports team or competes as a professional in an individual sport and receives any compensation for participation.
- The student-athlete or family member negotiates, signs, or enters into any written or oral agreement with an agent.
- The student-athlete or family member accepts or receives any extra benefits from an agent or anyone who wishes to represent the student-athlete.
- The student-athlete uses his or her athletic skills for pay or the promise of pay.

To minimize the possibility of such eligibility problems, Southern Illinois University asks that all communication made by sports agents with a current student-athlete or his or her family be arranged through the Athletic Compliance Office. Additionally, sports agents are required to complete an Agent Registration form and provide copies of professional league players' association applications for those associations in which they belong and send them directly to the athletic department at Southern Illinois University in care of the Compliance Office.

Selecting an Agent

The Athletic Compliance Office suggests that a student-athlete and his or her family:

1. Conduct a complete background investigation of your possible agent.
2. Get help from an attorney, your parents or the Professional Sports Counseling Panel (available if requested by a student-athlete).
3. Do not select an agent exclusively on educational titles or upon their list of clients.
4. Require proof of educational background.
5. Check the agent's references.
6. Question an agent's former clients.
7. Question a few of the agent's current clients.
8. Do not sign any contract you do not fully understand.

The Athletic Compliance Office recommends that a student-athlete ask for a written statement detailing the following information:

1. All fees related with each service.
2. All services provided.
3. If the agent takes a percentage or charges a flat rate.
4. When payment must be made.

All student-athletes should be cautious of any agent that:

1. Claims they can provide TV endorsements, recording, movie contracts, etc.
2. Claims they can negotiate for more than your position in the draft.
3. Implies that they can boost your position in the draft.
4. Talks negatively about other agents.

Questions a student-athlete should ask a potential agent:

1. What is your educational background?
2. Did you graduate from law school? If so, when and from where did you graduate?
3. Have you ever been disciplined, suspended, or reprimanded by any regulatory agencies?
4. Have you ever been found guilty or investigated for any violations of the NCAA?
5. Are you certified or registered with the NFLPA/NBA/MLB?
6. What did you do before you became a professional sports agent?
7. How long have you been a professional sports agent?
8. Do you work individually or have any ownership in your company?
9. What are your areas of expertise?
10. What services do you provide for clients (financial planning, contract negotiations, etc.)?
11. Do you offer separate contracts for different services?
12. What kind of insurance is offered to players?
13. How and when will you be paid?
14. What is your fee structure for each service?
15. Who negotiates my contract?
16. What is the extent of the agreement?
17. What happens if I want to terminate the agreement?
18. What happens if I am waived from a team; or if I am injured?
19. Do you limit the number of your clients?
20. Who are any active players you formerly represented? May I contact them?
21. Who are at least three active players that you currently represent? May I contact them?
22. Have you represented or are you currently representing any former Saluki athletes?
23. How can you help maximize my chances of making a team, if I am a free agent?
24. Can you provide me with a projection of my draft status?

NCAA Links and Information

[Applicable Agent Legislation](#)

[Agent Registration Form](#)