

**To the national associations  
of FIFA**

Circular no. 836

Zurich, 11 February 2003  
GS/oon-sbu

Dear General Secretary,

### **Revised FIFA Match Agents Regulations**

We are pleased to inform you that the FIFA Match Agents Regulations (previously: FIFA Regulations governing Match Agents) have been revised and the new version was approved by the FIFA Executive Committee at its meeting in Madrid, Spain, on 17 December 2002. Please find enclosed the new version of the FIFA Match Agents Regulations (hereinafter: *the revised Regulations*). The revised Regulations will come into effect on 1 March 2003.

The following remarks are intended to explain the amendments in the revised text.

#### 1. General remarks

##### *a) Objective of the revised Regulations*

Based on experience gained while the existing Regulations governing Match Agents have been in force, and following comments and suggestions from the confederations, we noticed that certain changes had become absolutely necessary. We believe that the revised Regulations take account of recent developments in football. In particular, they address the current issues facing match agents, including increasing difficulties in finding appropriate dates for friendly international matches and growing expectations from national associations and clubs. Obviously, these changes require the agents to constantly raise their levels of professionalism in order to cope with the expectations of modern football. The revised Regulations will also help to standardise the procedure for granting match agent licences, which, under the previous regulations differed to some extent for match agents in Europe. Furthermore, we trust that the revised Regulations will help clarify certain formal aspects, which were not, or only partially, covered in the previous edition.

##### *b) Major changes*

In addition to introducing a number of changes to the procedure for granting a match agent licence, the revised Regulations will also have an effect on various elements of match agents' day-to-day activities.

The most important change concerns the bank guarantee. The revised Regulations no longer oblige prospective match agents to provide a bank guarantee of CHF 50,000, instead agents are obliged to conclude professional liability insurance. This follows on from the change already successfully implemented in the FIFA Players' Agents Regulations.

In order to avoid misunderstandings, we would like to clarify that the option of depositing a bank guarantee of CHF 100,000 only applies in countries where it is not possible to obtain the required insurance policy. Please note that in such cases, an agent must provide sufficient evidence that this type of policy is not offered in this nation. Agents from countries where such an insurance policy is available are not permitted to choose between professional liability insurance and the bank guarantee of CHF 100,000, but must conclude the requested insurance policy.

Another major amendment in the revised Regulations concerns the remuneration a match agent may demand from his clients. While the previous regulations allowed him to ask for commission "not exceeding 10% of the amount he has negotiated for the club or national association he represents", the revised Regulations state that the commission received by the match agent shall not exceed 25% of the amount he has negotiated for his client. Similarly, the revised Regulations also include clear provisions for cases where the contract concluded between the match agent and his client makes no reference to commission.

Furthermore, the revised Regulations explicitly identify which body is responsible for dealing with complaints about a match agent's work.

The last point we would like to emphasise concerns the body of FIFA that is responsible for approving applications for match agent licences. At present, the FIFA Executive Committee is responsible for this task. In order to accelerate and simplify the relevant proceedings and also to ease the workload of the members, the revised Regulations reassign the responsibility for examining applications to the FIFA Players' Status Committee. We believe that this amendment will help to consolidate the supervision of match agents' activities and their clients, particularly as this body will also be responsible for ruling on disputes concerning the work of match agents.

## 2. Professional liability insurance

As mentioned above, the previous obligation to deposit a bank guarantee at a Swiss bank will be replaced by the obligation for each match agent to conclude professional liability insurance. Each agent must send the insurance policy to the FIFA general secretariat, which will then examine its contents.

### *a) Compulsory clauses*

The professional liability insurance policy must, without exception, contain each of the following clauses:

- Definition of the match agent's activities - the insurance must cover all risks inherent in the organisation of friendly matches between teams belonging to different confederations. Consequently, it must cover any claims against the agent for compensation from a club, a national association and/or another match agent arising from the match agent's employment.

- The amount covered by the insurance policy: The minimum amount covered by the insurance policy shall not be less than CHF 200,000 or the equivalent in another currency. Should he so wish, an agent may insure himself for a higher amount in accordance with his turnover. This might be advisable in order to cover potential future developments in the activities of the agent concerned.
- The insurance policy must be valid worldwide, i.e. it must cover possible damages caused by the match agent regardless of where they originate.
- A clause explicitly stating that the professional liability insurance also covers claims made after expiry of the policy for events that occurred during the duration of the policy.
- A clear reference binding the insurance company to accept the Match Agents Regulations.

Should the insurance policy sent to the FIFA general secretariat by the match agent not contain the above clauses, it will not be accepted and will need to be amended accordingly.

#### *b) Other clauses*

In addition to the above mandatory clauses, the professional liability insurance policy may also contain other clauses:

- The insurance may also cover risks relating to any of the match agent's other activities that do not fall directly within the main scope of the revised Regulations.
- The insurance policy may also cover damages caused by employees of the match agent.
- The professional liability insurance policy may be concluded for an unlimited or a limited period of time. In the latter case, the match agent will be required to renew the insurance policy as soon as it has expired, without interruption.

### 3. Enforcement

The revised Regulations will come into effect on 1 March 2003. Any match agent who has deposited a bank guarantee with a Swiss bank in compliance with the previous regulations may ask FIFA to release the bank guarantee upon production of a professional liability insurance policy.

### 4. Final remarks

We will send bound copies of the revised Regulations to all the national associations in due course.

Should you have any questions regarding the revised Regulations, please do not hesitate to contact the FIFA general secretariat.

A copy of this circular and its enclosures will be sent to all FIFA licensed Match Agents for their perusal.

We thank you in advance for your valuable collaboration.

Yours faithfully,  
FEDERATION INTERNATIONALE  
DE FOOTBALL ASSOCIATION



Urs Linsi  
General Secretary

Encl.: Copy of the revised Match Agents Regulations

cc: - Executive Committee  
- Players' Status Committee  
- Confederations  
- FIFA licensed Match Agents