

Working with intermediaries – reform of FIFA’s players’ agents system

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What the new regulations on working with intermediaries will mean for players and clubs

<p>General principles & responsibilities</p>	<p>Players and clubs are entitled to engage the services of intermediaries when concluding an employment contract and/or a transfer agreement</p>
	<p>Players and clubs shall be diligent when selecting an intermediary. Once selected, players and clubs shall ensure the intermediary signs the relevant Intermediary Declaration and representation contract concluded between the parties</p>
<p>New registration system allowing for increased tracking/traceability of intermediary activities</p>	<p>Each member association is required to implement a registration system for intermediaries; intermediaries must be registered in this system for each transaction they are involved in; all intermediaries must complete a mandatory Intermediary Declaration and submit this to the member association concerned. This declaration represents the intermediary’s adherence to the statutes and regulations of FIFA and its member confederations and associations when carrying out his activities.</p> <p>Representation contracts concluded between intermediaries and players or clubs must also be deposited with the association when the intermediary is being registered. This also applies to the renegotiation of an employment contract.</p>
<p>Increased information relating to scope of intermediary services</p>	<p>Clubs and players will now be obliged to include information in representation contracts about their chosen intermediary, including:</p> <ul style="list-style-type: none"> • scope of intermediary services • legal nature of their relationship with intermediary • details on contract duration, remuneration as well as necessary signatures, among others
<p>Disclosure and publication of registered intermediaries and their remuneration</p>	<p>Players and clubs will be required to disclose full details of remunerations paid to intermediaries.</p> <p>Member associations will be required to annually publish:</p> <ul style="list-style-type: none"> • names of all intermediaries they have registered • single transactions intermediaries were involved in • total remunerations made to intermediaries by registered players and affiliated clubs

<p>Regulation of intermediary fees</p>	<p>The regulations recommend fees paid to intermediaries to be limited to 3% of the player’s basic gross income or of the transfer compensation.</p> <p>Any payments made to intermediaries acting on behalf of minor players are strictly prohibited.</p>
<p>Disclosure of any conflicts of interest</p>	<p>Players and clubs must ensure that no conflicts of interest exist when engaging an intermediary.</p> <p>If the intermediary discloses in writing any conflict of interest and obtains the written consent of all parties involved before negotiations start, no conflict of interest will be deemed to exist.</p>
<p>Imposition and publication of sanctions on intermediaries</p>	<p>Member associations are responsible for imposing sanctions on any party under their jurisdiction. They are obliged to publish all sanctions taken against intermediaries and must inform FIFA so that the FIFA Disciplinary Committee can decide on whether the sanction should have worldwide effect in line with the FIFA Disciplinary Code.</p>
<p>Enforcement of the member associations’ obligations</p>	<p>The proper implementation of the minimum standards and requirements at association level will be closely monitored by FIFA. It is important to note that the new on Regulations on Working with Intermediaries set out minimum standards and requirements which member associations may introduce as they deem necessary for allowing physical and legal persons to conduct players’ transfers and related transactions. Certain other activities performed by agents, such as the negotiation of the exploitation of players’ image rights, are not affected by the new Regulations on Working with Intermediaries.</p>