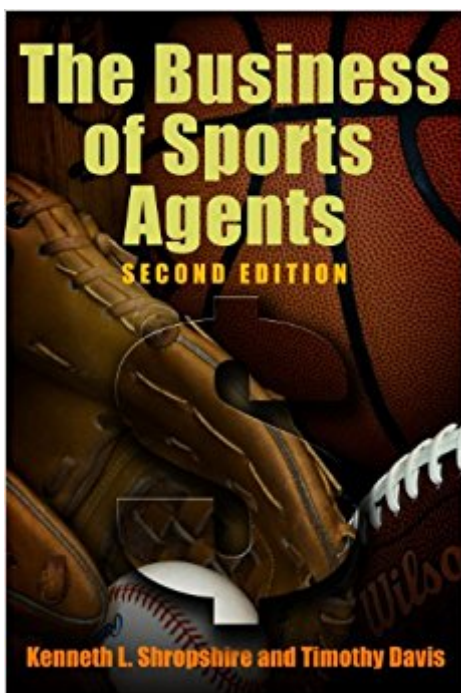


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# The Business Of Sports Agents, 2nd Edition



## Synopsis

The legendary Charles C. "Cash and Carry" Pyle, considered by most to be the first sports agent, negotiated a \$3,000-per-game contract for Red Grange to play professional football for the Chicago Bears in 1933. Today, salaries in the tens of millions of dollars are commonplace, and instead of theatrical promoters and impresarios, professionally trained businessmen and lawyers dominate the business. But whereas rules and penalties govern the playing field, there are far fewer restrictions on agents. Incidents of agents' manipulating athletes, ranging from investment scams to outright theft of a player's money, are far too frequent, and there is growing consensus for reform. In *The Business of Sports Agents*, Kenneth L. Shropshire and Timothy Davis, 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 second edition brings the volume up-to-date on recent changes in the industry, including: - the closing of one of the largest agencies - high-profile personnel moves - passage of the federal Sports Agent Responsibility and Trust Act - the National Football League's aggressive and high-profile efforts to regulate agents

## Book Information

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## Customer Reviews

"A timely look at the business, legal and ethical aspects of the athlete representation business. The authors spotlight the unsavory side of the business, from improper payments to student athletes to agents defrauding their pro clients. They offer a series of possible cures, including tougher

regulation of agents and changing the way we think of amateurism." – Street and Smith's SportsBusiness Journal  
"The Business of Sports Agents is highly recommended for anyone looking to get into the industry." – The Midwest Book Review

Kenneth L. Shropshire is David Hauck Professor at the Wharton School of the University of Pennsylvania and Director of the Wharton Sports Business Initiative. He is author of Agents of Opportunity: Sports Agents and Corruption in Collegiate Sports, also published by the University of Pennsylvania Press. Timothy Davis is the John W. and Ruth H. Turnage Professor of Law at Wake Forest University School of Law. He is coauthor of Sports and the Law: A Modern Anthology.

A special book painlessly delivered without an agent.

My dream job ever since I was 9 is to be a sports agent. This book just feed my hunger.

The book was great and it was very well written!!

The read was good.

This book is thorough and one of the top three books I have read on becoming a sports agent. There are a lot of useful and practical tips, and references to other books and publications. A lot of time is spent on the legal, regulatory, and business aspects of being a sports agent, which is good. A lot of time is also spent on how the business of being a sports agent has evolved over the years. It is published by The University of Pennsylvania Press, a top book publisher with ties to one of the top universities in the world. I highly recommend this book.  
Dr. Keffalas  
Vice President  
American Sports University  
San Bernardino, CA

A lot of good information here, but much of it is written, presented and organized in such an amateurish fashion that it detracts from the overall impact of the book. It's too bad because it could have been much better. By now a great deal of the book is out of date anyway. We could really use an update that not only includes recent developments but also cleans up the writing and organizational problems that raise a lot of problems throughout.

It takes skill to deal with the massive corporations that are NFL, MLB, and NBA teams, just like it

takes skill to play in those leagues. This newly expanded and updated second edition of "The Business of Sports Agents" is a guide to the subject of the title of the book. Covering the recent changes in the industry, including one agency closing in spite of its size, the constant changes that the business faces, and more. It also covers recent legal challenges, and the league's backlashes against some agents' tactics. "The Business of Sports Agents" is highly recommended for anyone looking to get into the industry.

I just wanted to refute the review below. It must be for another book. This book has nothing to do with British sports or soccer. It deals with American sports--basketball, baseball, and football--and discusses both the history and problems of sports representation. As earlier reviews recommend, it is a 'must read' for anyone aspiring to be a sports agent.

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