The following are examples of questions to ask prospective agents and advisors. Asking a prospective agent questions should be a part of your research process when selecting representation. Remember, the agent works for you. Please contact the Office of Compliance Services with any questions.

1. Did you graduate from law school? If so, from where and when did you graduate?

2. How long have you been an agent? What skills do you have that make you a good agent?

3. Have you ever been disbarred, suspended, reprimanded, censured, or otherwise disciplined or disqualified as an attorney or as a member of any other profession?

4. Are there currently any complaints or charges pending against you regarding your conduct as an attorney or as a member of any profession?

5. Have you ever been investigated or found guilty for any violations of NCAA or Professional league rules? If so, when and what were the charges?

6. Are you certified as an agent by any professional league players’ associations (e.g., NFLPA, NBPA)?

7. Are you registered as an agent with the University of Colorado Office of Compliance Services?

8. Do you have ownership interests in your company? (Are you a partner or strictly an employee?)

9. What services do you offer to your clients other than contract negotiations (financial planning, tax advice, etc.)?

10. Do you have a financial advisor to whom you refer clients? Do you receive fees from them for your referrals?

11. Who will be negotiating my contract?

12. Can you provide me with a list of current clients?

13. How many clients have you lost and what were the reasons for leaving? Can you provide me with their phone numbers?

14. Have you ever had a dispute with a client and if so, how was it resolved?

15. Who do you consider to be your top clients?
16. What have you done to advance the careers of your clients on and off the field?

17. Do you provide an annual statement to clients? Can you provide me with an example?

18. How do you keep your clients informed of charges or fees?

19. What is your fee structure for negotiating my contract? Do you take a percentage on the amount you negotiate with the team, or on a flat, automatic salary numbers too? Are you willing to forego on the automatic numbers?

20. What is your fee structure for negotiating marketing opportunities, personal appearances, guest speakers and/or autograph sessions?

21. Are your fees negotiable?

22. How and when are you to be paid? Will you send an invoice?

23. What is the duration of the agreement? Is that negotiable? What are the renewal terms of the agreement? Is it an automatic renewal? Does it renew on the same or different terms?

24. What are the procedures for terminating the agreement? Under what terms can a contract be terminated?

25. What happens to the agreement if I do not make the team; if I am waived; or if I get injured?

26. What kind of insurance is provided to players?

27. Can you provide me with a projection of my draft status?

28. If I am a free agent, how can you help maximize my chances of making a team? Who are some General Managers or Owners that would recommend you?

29. Do you have any connections with other professional leagues or professional leagues outside of the United States? How many clients do you have in each of those leagues?

30. What sort of “things” are you able to provide for your clients that other agents might not be able to?

31. Why should I hire you?