Moscow

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EFAA Management

EFAA voice of the Agents

Numbers

- 2007
- EU + (16)
- 1000+

Names

Location
- The Hague, the Netherlands

Legal Structure
- Association (Not for profit)

The Board
- President: Rob Jansen (Nl)
- Amadeo Rengel Ros (Sp)
- Bruno Satin (Fr) TBC
- Marcos Motta (Br) TBC

Management
- General Manager: Roberto Branco Martins

Consultancy
- Gregor Reiter & Chris Farnell

Current Method of Regulation: FIFA Regulations Players' Agents Edition 2008

- The most rigorous elements:
- No consultation
- Compulsory signing of a code of conduct
- Exempt individuals such as lawyers and parents
- Temporary license, re-examination after 5 years
- The proposed use of standard contracts
- Restrictions on methods of payments
- Commission percentage lowered to 3% of annual salary of the player

FIFA Deregulation 2009

At the 59th FIFA congress the associations agreed to reform the current system. Reasons:

- Existence of a parallel universe of non-licensed agents
- France was preparing a new act
- Threat of a court case in Belgium

Main contents:

- Take back the licenses and open up the market
- Everybody is allowed to be an “intermediary”
- No examination or control on agents
- Focus on the transfer agreement
- Currently consultation phase

“Deregulation”

1. Scope
2. General
3. Status
4. Registration
5. Disclosure
6. Payments
7. COI
8. Sanctions
9. Entry into force

EFAA's views on Regulating Agents

- **There is a necessity for a set of rules and regulation**, whatever the new method of regulation will be (EU directive, deregulation, self-regulation, social dialogue). **Agents need to be involved in the relevant working groups, committees and in the enforcement of the regulations**.

Reaction on Plans of FIFA

- All stakeholders were surprised
- European Commission took the initiative to organize a conference on 9 and 10 November 2012:

"*The participants took part in several panel discussions on the issues at stake. The discussions confirmed that all stakeholders identified the need to create a better regulatory regime. Stakeholders agreed that solutions should be based on an inclusive dialogue among all relevant stakeholders. The participants in the conference concluded that a self-regulatory approach by the sports movement was the most appropriate way forward, even though future EU action remains possible if self-regulation fails to deliver the expected results. Standardisation of agents' activities through a CEN-led process and the social dialogue on professional football were retained as the most effective frameworks for further work.*"

Questions to FIFA

- Will the new method of regulation be confirmed in the following FIFA congress?
- If so, what will be the expected date of the entry into force of the regulations?
- If so, what will be the timeframe for national associations to convert the new regulations into their national regulations?
- Will the national associations have the possibility to create their own set of (stricter) rules while respecting the framework set by FIFA?
- If the current draft regulations on intermediaries will not come into force; are you thinking about alternatives?
- If yes, are these alternatives in line with the results of the conference on the regulations on players' agents held in Brussels under the patronage of the European Commission on 9 and 10 November 2011?

The Future (?)

- Deregulation
- 2008 regulations and re-examination?
- National set of rules per country
- EU certification system with registration for third countries
- International certification procedure?

IMPACT ON:

- Agents
- Players
- Clubs
- Third Party Investors

Issues to be regulated

- Access to the profession
- Certification
- Permanent education
- Transparency in payments
- Transparency of representation
- Respect of contract
- Sanctioning system
- Arbitration Tribunal

Thank You

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EFAA

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