
GUIDE TO AGENT APPROACHES AND CONTRACT OFFERS



NZRPA
NEW ZEALAND RUGBY PLAYERS' ASSOCIATION

EXECUTIVE SUMMARY

This paper is intended to provide young players with guidance and advice on what to do when they are approached by an Agent wishing to represent them or by someone representing a club, Provincial Union, Franchise or National Body wishing to contract them.

The term Agent covers a wide range of relationships with a player. An Agent could be a personal friend, family member, accountant, lawyer, teacher or coach – anyone who brokers a contract on a player's behalf. For more information on Agents please visit the NZRPA website and read the NZRPA's Background Paper on Player Agents (www.nzrpa.co.nz).

A player may be approached by a person representing a Provincial Union, Franchise or the NZRU in New Zealand or a Professional Club from overseas. This person may be an Academy or Development Manager or may be a Coach, Commercial Manager or the CEO. For more information on what to consider when you have been offered a playing contract visit the NZRPA website and read the NZRPA's Guide to considering an Academy Contract or Playing Contract.

FREQUENTLY ASKED QUESTIONS

01 What do I do when I get approached by someone wanting to offer me a contract or wanting to represent me as my agent?

- Always be polite and professional
- **DO NOT SIGN OR AGREE TO ANYTHING STRAIGHT AWAY**
- If you are not interested politely inform them you are “not interested”
If you are interested then you should either:
 - Ask them for their contact details and inform them you will consider their approach and get back to them if you wish to know more; or
 - Ask them to outline something to you in writing in the first instance even if it is just them confirming they are interested in talking to you further.

And then call the NZRPA on **0800 PLAYER**.

The NZRPA will provide you with further educational information in relation to considering an Academy Agreement or Playing Contract and in respect of Agents.

This advice can be found at the NZRPA website www.nzrpa.co.nz.

Note: Some people will be very persistent. Stick to one of the options above, do not be pressured or rushed into making any decisions.

02 What do I do if I am interested in signing up with an Agent?

- The first thing you need to do is understand what an Agent is and what an Agent may be able to do for you.
- You should visit the NZRPA website www.nzrpa.co.nz and read the NZRPA Background Guide on Agents. This paper will help you answer these questions and many others.
- If you would prefer contact the NZRPA on **0800 PLAYER** and we will arrange for someone you can trust to sit down and talk it through with you.
- After reading the document (or at any time if you wish) you should contact the NZRPA to discuss your situation on **0800 PLAYER**. The NZRPA will help you decide if you need an Agent at this stage. If you decide you do want an Agent the NZRPA will help through this appointment process.

03 What do I do if I am interested in signing a playing contract for the first time?

- The first thing you and your family should do is contact the NZRPA on **0800 PLAYER**.
- The NZRPA will be able to help you;
 - Understand the contracting structure and market in New Zealand;
 - Decide if you need an Agent to help you and if so help you access one; and
 - Provide you with a summary of the things you need to think about when considering a playing contract for the first time.
- Visit the NZRPA website www.nzrpa.co.nz and read the NZRPA Guide on Considering an Academy, Development or Playing Contract

FREQUENTLY ASKED QUESTIONS

04 What if the contract is an academy agreement or letter?

The same applies, you should treat an academy agreement or letter the same way you treat a playing contract.

05 What if the person offering me a contract or wanting me to sign them up as my Agent says I have to sign now or they will withdraw the offer?

If this happens it is completely inappropriate. Any person needs to be given adequate time to consider and seek independent advice before agreeing to any contract. **DO NOT SIGN OR AGREE TO ANYTHING STRAIGHT AWAY.** Contact the NZRPA on **0800 PLAYER**.

06 What if another player recommends an Agent to me?

Just because one Agent is suitable for one player does not mean he is suitable of another. You should thank the players for his support but take the same approach as outlined above to ensure that you make the right assessment of your need for an Agent and if you choose to engage one you choose one that is right for you and your requirements.

07 What if it is an overseas contract?

Initially no difference, you should still follow the above steps in the first instance. You should contact the NZRPA on **0800 PLAYER** as a first step.

However there are a number of specific matters that you need to consider for an overseas based contract relating to foreign exchange, taxation, residency, work permits and eligibility that are important.

08 What are the most important things for me and my family to remember if I am approached by someone wanting to be my Agent or offering me a playing contract?

Contact the NZRPA on **0800 PLAYER**.

The NZRPA will provide you with further educational information and support in relation to considering an Academy Agreement or Playing Contract and in respect of Agents.

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