



## OVERVIEW

### Philosophy

Stanford University's Department of Athletics is deeply committed to its foundational principles of education, integrity, and service. These principles guide the development and success of our athletics programs and student-athletes.

Stanford's Program for Athlete Agents ("Program") provides the necessary resources to student-athletes to make informed decisions about their amateur status. The Program also requires athlete agents to affirm the paramount importance of student-athlete welfare by working with student-athletes and their families in a rule-abiding and professional manner.

### Applicable Rules and Law

The Program requires full compliance with Stanford policies, NCAA Bylaws (including any sport specific requirements), California law including, but not limited to the Miller Ayala Act, the Fair Pay to Play Act, federal law, and the governing rules of professional sport organizations. Agents must register with the California Secretary of State and any applicable professional sport organizations.

An agent must register with Stanford and receive written notification of his or her paperwork approval from the Stanford Compliance Services Office prior to communicating with Stanford student-athletes.

Stanford will report, as appropriate, any violation of California law, NCAA Bylaws, or professional sport organizations rules by an agent to such authorities for further disciplinary action as deemed appropriate.

### Definitions

**Agent** – Agent refers to any individual who meets the NCAA, State of California, or federal definition of an agent. Individuals who do not refer to or otherwise consider themselves to be agents (*e.g.*, advisor, manager, insurance agent, attorney, etc.) but who meet the definition of agent are deemed to be agents for the purposes this policy.

*The definition of an Agent includes but is not limited to: Any individual who is employed or associated with a firm who represents directly or indirectly, any individual in the marketing of his/her/their athletics ability or reputation or seeks to represent or gain financially.*

**Communication/Contact** – Unless the mode of communication or contact is specified, communication or contact refers to any and all forms of communication or contact, including but not limited to in-person, telephone, e-mail, text message, and direct message.



## **AGENT REGISTRATION PROCESS**

To ensure only agents with the appropriate credentials and background are communicating with Stanford student-athletes, all agents must maintain current registration statuses with the following entities.

### **1. California Secretary of State**

An Athlete Agent Disclosure Statement must be filed with California's Secretary of State Office. A registered copy of the statement must be submitted to Stanford as part of Stanford's Athlete Agent & Advisor Registration Form. The Athlete Agent Disclosure Statement can be accessed at the following website: <https://www.sos.ca.gov/business-programs/special-filings/forms/>.

### **2. Professional Sports Organization (professional athletic contract agents only)**

The necessary registration requirements vary by sport. Registration must be current if an applicable organization exists. The following are examples of required registrations:

- a. Football Contract Agents – must be registered and in good standing with the NFL Players Association (NFLPA) as a player agent or player financial advisor.
- b. Men's Basketball Contract Agents – must be registered and in good standing with the National Basketball Players Association (NBPA) and meet all NCAA requirements.
- c. Women's Basketball Contract Agents – must be registered and in good standing with the WNBA Players Association (WNBPA) as a player agent.
- d. Baseball Contract Agents – must be registered and in good standing with the MLB Players Association (MLBPA) as a player agent.

### **3. Stanford's Compliance Services Office**

Stanford requires all agents to register and maintain current registration with the Compliance Services Office prior to communicating with Stanford student-athletes. Registration must be renewed annually (August 1 – July 31).<sup>1</sup> The registration process is also an opportunity for agents to provide comprehensive information about themselves to Stanford, so the information may be made available to student-athletes.

#### **Initial Application and Approval**

Each agent seeking to contact or represent a Stanford student-athlete must submit [an Athlete Agent & Advisor Registration Form](#). Each agent must also provide the following documents:<sup>2</sup>

1. A copy of the agent's registration with the State of California, or a notice of pending registration;
2. A copy of the agent's current and valid registration with any professional athletics players' associations (e.g., NFLPA, NBPA, MLBPA, FIVB) and the NCAA (men's basketball only), if applicable;
3. A copy of the agent's standard representation agreement; and
4. A client list.

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<sup>1</sup> Any registration or renewal approved between May 15 and July 31 will remain current through July 31 of the following year.

<sup>2</sup> At any point, Stanford reserves the right to request additional materials not specifically listed.



Once the Compliance Services Office receives the Athlete Agent & Advisor Registration Form and other required documents, a staff member will review all submitted materials. If the Compliance Services Office approves an applicant's registration with Stanford, the agent will be notified via e-mail of his or her approved registration and the expiration date of that registration. In addition, the agent will be provided a copy of the Stanford University Program for Athlete Agents Policy, as well as other any other materials the Compliance Services Office deems necessary.

If the Compliance Services Office denies an applicant's registration, the applicant is prohibited from contacting any current student-athletes and members of their family. The applicant may reapply for registration during a subsequent academic year or, with the Compliance Services Office's approval, upon completion of any deficient steps as determined in the initial application. Stanford maintains the authority to deny an applicant's registration in the following circumstances:

1. He or she has been involved in activities violating the rules of the NCAA, conference, university, college, players' association, league, team or federation;
2. He or she has been convicted or plead guilty to a felony or criminal charge involving fraud or embezzlement;
3. He or she has had their agent or advisor licensure/registration revoked, suspended, denied, or refused for renewal in any state;
4. He or she provides false information during the application process or fails to provide information the absence of which is deemed to be fraudulent or intentionally deceptive, or refuses to provide requested information; or
5. At the discretion of Stanford.

Registered agents must notify the Compliance Services Office of any changes to contact information, employment, or developments that may affect the ongoing status of the agent's registration during the approved registration period.

### **Registration Renewal**

Registration with the Compliance Services Office is valid during the academic year for which the application is approved (August 1 – July 31). To renew registration, an agent must complete the [Agent Registration Renewal Form](#) on an annual basis after original registration approval, providing copies of the agent's current and valid registration with any professional athletics players' associations (*e.g.*, NFLPA, NBPA, MLBPA, FIVB) and the NCAA (men's basketball only), if applicable. The Compliance Services Office will send an email to all registered agents in June alerting them how to update their registration information with Stanford for the upcoming year.

Once the Compliance Services Office receives the Agent Registration Renewal form and other required documents, a staff member will review all submitted materials. If the Compliance Services Office approves an applicant's renewed registration with Stanford, the agent will be notified via e-mail of his or her approved renewed registration and the expiration date of that registration. In addition, the agent will be provided a copy of the Stanford University Program for Athlete Agents Policy, as well as any other materials the Compliance Services Office deems necessary.



If the Compliance Services Office denies an applicant's renewed registration, the applicant is prohibited from contacting any current student-athletes and members of their family. The applicant may reapply for registration during a subsequent academic year by completing the full initial registration process. Stanford maintains the authority to deny an applicant's renewed registration in the following circumstances:

1. He or she has been involved in activities violating the rules of the NCAA, conference, university, college, players' association, league, team or federation;
2. He or she has been convicted or pled guilty to a felony or criminal charge involving fraud or embezzlement;
3. He or she has had their agent or advisor licensure/registration revoked, suspended, denied, or refused for renewal in any state;
4. He or she provides false information during the renewal process or fails to provide information the absence of which is deemed to be fraudulent or intentionally deceptive, or refuses to provide requested information; or
5. At the discretion of Stanford University.

**Registered agents must notify the Compliance Services Office of any changes to contact information, employment, or developments that may affect the ongoing status of the agent's registration during the approved registration period.**

### **Revocation of Registration**

Stanford reserves the right to revoke an agent's registration at any time. Stanford maintains the authority to revoke an agent's registration in the following circumstances:

1. He or she has been involved in activities violating the rules of the NCAA, conference, university, college, players' association, league, team or federation;
2. He or she has been convicted or pled guilty to a felony or criminal charge involving fraud or embezzlement;
3. He or she has had their agent or advisor licensure/registration revoked, suspended, denied, or refused for renewal in any state;
4. He or she provides false information during the renewal process or fails to provide information the absence of which is deemed to be fraudulent or intentionally deceptive, or refuses to provide requested information; or
5. At the discretion of Stanford University.

The Compliance Services Office will notify an agent of a revoked registration via either mail or e-mail. Agents with revoked registration may no longer communicate with Stanford student-athletes or their family members. Such agents may re-apply for registration in future academic years, but, as with all applicants, Stanford reserves the right to deny such an application.



## **AGENT COMMUNICATION AND CONTACT WITH STUDENT-ATHLETES**

California law imposes specific requirements for agents seeking to contact student-athletes and their families while those student-athletes remain eligible for NCAA competition. Stanford policy requires every agent to comply with those contact regulations as follows:

- 1) Agents **may not** initiate in-person or telephone contact with student-athlete and families;
- 2) Agents **may** send mail or email to student-athletes and families but must immediately send a copy of initial correspondence to the Stanford Compliance Services Office;
- 3) If a student-athlete initiates in-person or telephone contact with an agent, the agent **may** continue that contact but must inform the Stanford Compliance Services Office within one (1) business day and describe the nature of the contact;
- 4) Agents **must** provide written notice to the Stanford Compliance Service Office within 48 hours of signing a contract to represent a Stanford student-athlete.
- 5) Certain Stanford teams have set additional restrictions, such as prohibiting communication when in-season and expanding contact restrictions with student-athletes and their families to other individuals and entities, such as training group and athletic apparel company representatives. Sport-specific policies are listed later in the policy.

Failure to follow these rules or sport-specific policies may lead to revocation of an agent's registration with Stanford.

### ***Provision of Materials or Notification of Contact***

In certain circumstances, California law requires an agent to provide an institution with copies of materials provided to student-athletes or to notify the institution of contact with a student-athlete. All materials or notification of contact should be sent to [stanfordcompliance@stanford.edu](mailto:stanfordcompliance@stanford.edu).



## **NIL AGENTS**

A student-athlete may obtain professional representation from a professional service provider duly licensed by the State of California.

To meet this requirement an Athlete Agent Disclosure Statement must be filed with California's Secretary of State Office. A registered copy of the statement must be submitted to Stanford as part of Stanford's Athlete Agent & Advisor Registration Form. The Athlete Agent Disclosure Statement can be accessed at the following website: <https://www.sos.ca.gov/business-programs/special-filings/forms/>.

California law provides that an athletic agent must comply with the federal Sports Agent Responsibility and Trust Act "in their relationships with students." In representing the student-athlete, the professional service provider is limited to NIL representation opportunities only.

NIL agents are required to register with Stanford's Compliance Services Office prior to entering into an agreement with a Stanford student-athlete [see page 2 – 4].

In addition to Stanford's Athlete Agent Policy, the institution has created a comprehensive website to educate student-athletes and professional service providers on permissible NIL activities and representation.

In order to help ensure compliance with state law and NCAA rules, student-athletes must disclose to the Stanford Athletics Compliance Office (via the [Student-Athlete Professional Service Provider Disclosure Form](#) in the ARMS compliance system) any agreements with and/or representation by professional service providers.

### **NIL Resources**

- [Stanford University Student-Athlete Name, Image, and Likeness Policy](#)
- [Stanford University, Name, Image, and Likeness Website](#)

## **STUDENT-ATHLETE EDUCATION**

The Compliance Services Office may facilitate educational sessions for student-athletes to learn about agent-related issues. The Stanford Student-Athlete Handbook will contain further educational materials for student-athletes on NCAA rules regarding interactions with agents.

## **ADDITIONAL RESOURCES**

- [NCAA Division I Agent Rules for Men's Basketball Student-Athletes](#)



## **SPORT SPECIFIC POLICIES**

In addition to the DAPER policies articulated above, the following sports have implemented team policies as described. All agents and student-athletes are expected to abide by the following team policies.

### **Baseball**

1. Student-athletes should be aware that individuals acting as “advisors” almost always meet the definition of an agent.
2. Anyone who meets the NCAA or State of California definition of an agent, including all “advisors,” must register with the Compliance Services Office prior to communicating with student-athletes.
3. In addition to NCAA rules restricting student-athletes from accepting anything of value from an agent, student-athletes also may not accept anything of value from an “advisor.”

### **Men’s Basketball**

1. All agents must communicate with Coach Robert Ehsan (rehsan@stanford.edu) and David Berkun (dberkun@stanford.edu) prior to contacting student-athletes or their parents.
2. From October 15 to the last game of the season, agents may not have contact with student-athletes directly. Agents may have contact with the parents of student-athletes during the season. Both agents and parents must notify Rob Ehsan and David Berkun that communication is taking place.
3. Stanford coaching staff will be as involved with the process as the student-athlete and parents desire.
4. Student-athletes must make the coaching staff aware if an agent contacts them.
5. After the last game of the season, student-athletes may communicate with agents.
6. Men’s Basketball will typically conduct an agent day when agents may meet with student-athletes on campus.
7. Following the completion of the season and under very specific circumstances and conditions, NCAA rules permit student-athletes to sign with agents who meet all NCAA requirements and for a limited period to explore the NBA draft. Student-athletes seeking to sign with an agent should contact their compliance staff liaison, Ryan Jordan, for further information on NCAA rules, applicable laws, and Stanford procedures prior to signing with an agent. Student-athletes should be aware that signing with an agent without first completing the proper steps jeopardizes future NCAA eligibility.
8. In certain circumstances, NCAA rules permit student-athletes to accept expenses from an agent who meets all NCAA requirements. Men’s basketball student-athletes may accept all expenses permitted under NCAA rules; however, student-athletes must contact their compliance staff liaison, Ryan Jordan, for approval prior to accepting any expenses from an agent. Student-athletes should be aware that accepting expenses from an agent without first receiving approval jeopardizes future NCAA eligibility.
9. Agents must submit a report of expenses provided to student-athletes within two weeks of providing expenses or the fifth of the month following providing expenses, whichever occurs first. All reports must contain receipts for all expenses provided. Reports should be submitted to Director of Compliance, Ryan Jordan (rjordan1@stanford.edu).



### **Women's Basketball**

1. Coach Kate Paye serves as the team liaison for agents.
2. Student-athletes with eligibility remaining must inform Coach Paye in advance of any agents with whom they intend to communicate.

### **Football**

1. Agents must have no in-person or face-to-face contact with student-athletes between the start of training camp and the last game of the season (August 1, 2023, through November 26, 2023). If the team is participating in post season, these dates may be pushed back closer to December 20, 2023.
2. Phone calls, text messages, zoom, facetime, e-mail, and "snail" mail communication is permitted at any time between the agent and a student athlete or the student-athlete's parents or family. In-person contact between the agent and members of the student-athlete's family is allowed as long as the student-athlete is not present.
3. At no time is anything of value to be provided by an agent to a student-athlete and/or his parents or family.
4. Allowable time for in-person or face-to-face contact with a Football Student-athlete and his parents or family members is:
  - a. Winter: 2 Weeks in December and 10 days in January (January 1, 2024 to January 15, 2024)
  - b. 8 weeks in June/July (June 2, 2024 to July 30, 2024)
5. Agents must contact Matt Doyle, Senior Associate AD for Football Operations (mdoyle76@stanford.edu) prior to any in-person or face-to-face meetings between an agent and a student-athlete and/or the parents or family member of a student-athlete.
6. Please refer any agent related questions to Matt Doyle, mdoyle76@stanford.edu and CC Caitlyn Francis, Director of Compliance, cmf2010@stanford.edu.

### **Golf**

1. Student-athlete communication with agents is permissible at any point throughout the year, provided the coaching staff is aware of the communication. Student-athletes may notify the coaching staff verbally or in writing.
2. Agents must notify the coaching staff should they wish to make contact with a student-athlete. Agents may notify the coaching staff verbally or in writing.





### **Soccer**

1. Student-athletes must inform the Compliance Services staff and coaching staff if contacted by an agent.
2. All communication with agents is prohibited from August 1 through the end of the fall season.
3. During the winter and spring quarters and summer (prior to August 1), juniors and seniors with eligibility remaining are permitted to communicate with agents to learn about future professional opportunities. Student-athletes must notify the coaching staff prior to communicating with agents.
4. Freshmen and sophomores must ask for and receive permission from coaching staff prior to communicating with agents.

### **Tennis**

1. Student-athletes should inform the tennis coaching staff prior to contacting an agent or when considering turning pro to discuss appropriate time-periods and methods of communication.
2. Student-athletes should inform tennis coaching staff if an agent contacts them directly.

### **Track & Field/Cross Country**

1. Student-athletes must notify the coaching staff prior to communicating with agents.
2. Student-athletes must also notify the coaching staff prior to communicating with representatives of shoe companies and professional training groups, as these individuals are also primary points of contact with the professional side of the sport.
3. In addition to NCAA rules restricting student-athletes from accepting anything of value from an agent, Student-athletes may not accept anything of value from a representative of a shoe company or professional training group.
4. Student-athletes should notify Compliance Services if an opportunity for a tryout with a professional training group arises.

### **Women's Volleyball**

1. Agents must contact Coach Kevin Hambly prior to communicating with student-athletes.
2. Student-athletes may not communicate with agents before September 1 prior to their senior year.
3. Student-athletes must make Coach Hambly aware in advance of any agents with whom wish to communicate.



### **Men's Water Polo**

1. Student-athletes must inform the Compliance Services staff and coaching staff if contacted by an agent or professional team.
2. All communication with agents and professional teams is prohibited from August 1 through the end of the fall season.
3. During the winter and spring quarters and summer (prior to August 1), juniors and seniors with eligibility remaining are permitted to communicate with agents and professional teams to learn about future professional opportunities. Student-athletes must notify the coaching staff prior to communicating with agents or professional teams.
4. Freshmen and sophomores must ask for and receive permission from coaching staff prior to communicating with agents or professional teams.
5. Student-athletes must document all communication with agents or professional teams.
6. In addition to NCAA rules restricting student-athletes from accepting anything of value from an agent, Student-athletes may not accept anything of value from a representative of a company or professional team.
7. Student-athletes should notify Compliance Services if an opportunity for a tryout with a professional team arises.

### **Men's Wrestling**

1. Student-athletes should inform the coaching staff prior to contacting an agent or when considering turning pro to discuss appropriate time-periods and methods of communication.
2. Student-athletes should inform the coaching staff if an agent contacts them directly.