COMMISSIONS AND FEES

- **Athletic contracts:** Approximately 5% is appropriate for on-field compensation commissions. (There is legislation being considered in Congress that would limit Agent Commissions to 3-5%)
- **Marketing/sponsorships (NIL deals):** 15–20% is ok depending on scope and expertise
- Always insist on a **written fee agreement** and disclosure of sub-agents/ referrals. You also want audit rights for your agents and money managers.
- Most schools, conferences and laws will have restrictions on types of NIL deals a student-athlete can sign.

PROTECTION CHECKLIST

- ✓ Never sign an agreement under pressure or without legal review.
- ✓ Disclose NIL agreements as required by your school, UIL, or NCAA. (Disclosure of your NIL deals will most likely be passed by the NCAA or CSC in the near future)
- ✓ Keep copies of every contract and payment record.
- ✓ Avoid "street agents" who offer quick cash or claim future exclusive rights.
- ✓ Confirm no agreement jeopardizes UIL/NCAA eligibility.

SUPPORT AVAILABLE FROM ECCKER SPORTS

To help protect student-athletes and their families, Eccker Sports is available as a trusted resource:

- **Agreement Review:** Eccker Sports can review NIL, agency, and sponsorship contracts.
- **Consulting Services:** They provide expert consultation for families, coaches, administrators, and student-athletes.
- **Educational Guidance:** Eccker offers structured education on NIL, compliance, and state/federal law requirements.
- **Financial Literacy Curriculum:** As required by State Law, Eccker's Financial Literacy partner, "Money Vehicle" can provide the requisite financial literacy curriculum.
- **Peace of Mind:** Eccker Sports role is to help families navigate decisions confidently and avoid predatory actors.

Before you sign anything, reach out to Eccker Sports for an independent review and advice at **877-376-2977** or email them at **torrey@ecckersports.com**.



The Texas High School Coaches Association (THSCA) is committed to protecting student-athletes from unscrupulous "street agents." Selecting an agent—or deciding whether to use one—is one of the most important choices a family will make. The right decision can unlock opportunity; the wrong one can create lasting harm.

This guide provides a structured framework for safe, informed decisions.

BEFORE YOU TALK TO AN AGENT

- Know the landscape: NIL (Name, Image & Likeness), the House v. NCAA settlement, NCAA rules, CSC authority and how revenue sharing intersects with NIL.
- Understand multiple rule layers: State law, NCAA/conference rules, and school/UIL policies can all apply.
- Seek professional guidance: Certified agents and attorneys should always be part of the process.

SCHOOL FIT COMES FIRST

- Student athletes should select a school for academics, athletics, culture, and relationships.
- Money and contracts should come after this decision is made.

TEXAS STATE LAW- HB 126 HIGHLIGHTS

- Any individual that attempts to represent an athlete or family of an athlete should be familiar with HB 126 and the UIL guidelines in response to representation.
- Prospective collegiate student-athletes age 16 or younger or family members of the prospective student-athlete may not sign name, image and likeness agreements with postsecondary institutions or other individuals, corporate entities, collectives or organizations in accordance with applicable state laws and NCAA rules.
- Prospective student-athletes may sign a scholarship agreement with a post-secondary institution pursuant with NCAA rules. Prospective student athletes age 17 and older may also sign name, image and likeness (NIL) agreements only with post-secondary institutions in accordance with applicable state laws and NCAA rules.
- State law in Texas also requires athletes to complete a financial literacy and life skills workshop before they can fully capitalize on their NIL deals. (In this regard, its recommended that agents should also be able to demonstrate financial planning expertise).

Some additional key provisions of HB 126:

- **Universities can now engage directly** in NIL compensation with enrolled athletes.
- **Recruitment-linked NIL** is permissible under state law, but still subject to NCAA/ conference rules.
- **No dollar caps** in statute, but budgets and NCAA oversight apply.
- **Automatic alignment:** Texas law conforms with future NCAA/federal NIL changes.
- **High school athletes:** HB 126 does not broadly legalize NIL at the high school level, only for student athletes signing to receive compensation as they matriculate to college; UIL still governs eligibility for high school student athletes.

Anti-Predatory Provisions

- Prohibits exploitative “future earnings” contracts.
- Certain illegal NIL related deals can be voided and subject to civil penalties.

UIL Guidance (High School Level)

- NIL representation is allowed, and student athletes may sign NIL and/or revenue sharing deals as part of their agreements with their colleges of choice **as long as money is not received until the student athlete is on campus.** This does not affect the student athlete’s eligibility for other sports.
- In the state of Texas, families should treat high-school NIL deals as **high-risk** unless explicitly UIL-compliant, i.e., as of November 4, 2025, NIL is not allowed for High School student athletes until they are 17 and are signing their agreement with the college or university of their choice.

HOW TO VET AN AGENT OR AGENCY- QUESTIONS YOU SHOULD ASK

Background & Certification

- Are you certified by a players’ association (NFLPA/NBPA/etc.)?

Experience & Track Record

- Which athletes have you represented? Can we talk to those families?
- Have you negotiated school/collective/revenue-sharing agreements?
- Revenue sharing and Collective agreements are unique. How many have you negotiated and/or drafted? Can you provide us with examples of these agreements that have evolved as replacements for traditional letters of intent and scholarship agreements? (They look very different from what high school coaches have been used to seeing, particularly where direct payments outside of scholarship payments are authorized as a part of revenue sharing.)

Professional Qualifications

- Do you or your staff have a legal background?
- What compliance safeguards are in place (FMV-Fair Market Value review, disclosure, tax guidance)?
- These safeguards are going to be in place as part of the NCAA and CSC. See www.collegesportscommission.org for more information.

Knowledge of Current Issues

- How knowledgeable are you and how do you stay current with Texas laws, NCAA rules, CSC (College Sports Commission) and the House settlement?

Professional Commitment

- Is representation your full-time profession? Do you have resources to support us? If so, who and what are they? (These may include legal issues, financial planning and management, access to personal trainers, etc.)
- Are you an attorney or do you have one available to answer legal questions?

Trust & Fit

- Do your values prioritize education, well-being, and long-term success both personally and athletically?