THE FIFA REGULATIONS ON WORKING WITH INTERMEDIARIES. ITS IMPLEMENTATION AT NATIONAL LEVEL

Michele Colucci (ed.)
CONTENTS

NOTE ON THE AUTHORS .................................................................

INTRODUCTION
by Michele Colucci .................................................................

SECTION I

ANALYSIS
The FIFA Regulations on Working with Intermediaries
by Paolo Lombardi .................................................................

The agent’s perspective
by Roberto Branco Martins .....................................................

The Clubs’ point of view
by Ornella Desirée Bellia ........................................................

The Players’ point of view
by Wil van Megen ..................................................................

EU law and principles applied to FIFA Regulations
by Jean-Michel Marmayou .....................................................

SECTION II

THE IMPLEMENTATION OF FIFA REGULATIONS - COUNTRY REPORT

ARGENTINA
by Martin Auletta .................................................................

BELGIUM
by Frank Hendrickx and Miet Vanhegen ..............................

BRAZIL
by Leonardo Andreotti Paulo de Oliveira ............................

BULGARIA
by Mila Hristova .................................................................

COLOMBIA
by César Giraldo .................................................................

CROATIA
by Vanja Smokvina and Vladimir Iveta ...............................

CYPRUS
by Loizos Hadjidemetriou .....................................................

CZECH REPUBLIC
by Martin Procházka ............................................................

DENMARK
by Ole Knudsen .................................................................

ENGLAND
by Daniel Lowen .................................................................

FRANCE
by Jean-Michel Marmayou ..................................................

GERMANY
by André Soldner ...............................................................

GREECE
by Theodoros Giannikos .....................................................

ITALY
by Salvatore Civale and Michele Colucci ............................

JAPAN
by Takuya Yamazaki, Taisuke Matsumoto and Yuki Mabuchi

MEXICO
by Ricardo de Buen Rodríguez .............................................
THE NETHERLANDS
by Dennis Koolaard ...........................................................................

PARAGUAY
by Gerardo Luis Acosta Perez ..........................................................

POLAND
by Michal Bieniak and Karol Machnikowski ...........................................

PORTUGAL
by Pedro Garcia Correia .................................................................

QATAR
by Ettore Mazzilli and Konstantinos Antoniou ......................................

ROMANIA
by Geanina Tatu .................................................................................. 

RUSSIA
by Inna Elizarova ................................................................................

SAUDI ARABIA
by Bandar Al Hamidani ....................................................................... 

SERBIA
by Ksenija Damjanovic .....................................................................

SLOVAK REPUBLIC
by Tomáš Gábríš .............................................................................

SPAIN
by Juan de Dios Crespo Pérez and Enric Ripoll González .................

SWITZERLAND
by Luca Tettamanti ..........................................................................

TURKEY
by Dilara Demirel .............................................................................

UKRAINE
by Anton Sotir ..................................................................................
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INTRODUCTION

On 1 April 2015 the new FIFA landmark regulations on intermediaries entered into force.

They define the intermediary as “a natural or legal person who, for a fee or free of charge, represents players and/or clubs in negotiations with a view to concluding an employment contract, or represents clubs in negotiations with a view to concluding a transfer agreement”.

Now, anyone with a “self certified” impeccable reputation and no conflict of interest qualifies as an Intermediary.

Targeting the widely recognised need for improving transparency in transfer of players, FIFA has established a new two-steps registration procedure: first comes a registration of the intermediary with the relevant national association; second follows a systematic formal registration of each transaction carried out by the intermediary.

This radical change in FIFA’s approach focuses more on monitoring the transaction activities rather than the formalities of the access to the profession.

In doing so, the FIFA regulations aim to better protect the integrity of football and the interests of sports stakeholders. Indeed, footballers engage intermediaries in order to wrangle for the best contracts while clubs’ managers rely on them to get the best players at the best conditions.

In this new legal context, the FIFA rules set minimum standards to be implemented by the national associations, which are free to adopt even stricter requirements, if they wish to.

Eventually, differing implementation of national regulations shall lead to a great variety of different measures for each national association in governing the exercise, the remuneration and the monitoring of the same intermediary activity.

Therefore, those who are interested in transferring a player to a given country are obliged to know the regulations of the relevant national association.

This book offers an in-depth analysis of the FIFA regulations and takes into account clubs’, players’ and agents’ perspectives. It also contains 33 country reports followed by a comparative analysis reviewing the national implementing measures.

Finally, it underlines the discrepancies but above all the best practices in order to offer added value to the FIFA national associations and valuable guidance to all sports stakeholders.

Brussels, 1 October 2015

Michele Colucci
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