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

Michele Colucci (ed.)

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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

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.

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