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THE FIFA REGULATIONS ON WORKING WITH INTERMEDIARIES

IMPLEMENTATION AT NATIONAL LEVEL

Michele Colucci (ed.)

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

Michele Colucci (ed.)

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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 commonly recognised need of upgrading the transparency in transfer of players and intermediaries’ activities, FIFA has established a new registration procedure. Clubs and players are obliged to submit to their association the relevant documents related to the activities of their intermediaries. In doing so, the latter are registered by the national associations every time they have assisted clubs and players in concluding a transaction.

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 so.

Eventually, differing implementation of national regulations leads 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 which is followed by 32 country reports.

A comparative analysis reviews the sources and the impact of the national discrepancies on sports stakeholders.

Finally, it highlights the best national practices as an added value for the benefit of all FIFA national Associations.

Brussels, 15 November 2015

Michele Colucci

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