

# SO YOU WANNA BE AN AGENT?

MODULE 2 || HOW DO AGENTS MAKE MONEY?



## So how do they actually make money?

There are many factors that go into how much money a sports agent can make for (and from) his or her client. I typically narrow down the main categories to contract commission and brand partnership opportunities (which includes marketing deals, public appearances, etc).

But for now we are just going to dive into the commission made from playing contracts.

We will split this lesson into three parts:

- **NBA contract commission**
- **International contract commission**
- **Source of commission.**

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## NBA Contract Commission:

A **NBPA agent** can charge:

- between **2% and 4%** of their client's contract.
  - o If a player makes a minimum salary, the agent can charge up to 2%
  - o If a player makes above the min. salary, the agent can charge up to 4%

## International Contract Commission:

A **FIBA agent** may accept payment on behalf of the club:

- which does not exceed **10%** of the value of the contract.