

SO YOU WANNA BE AN AGENT?

MODULE 8 || POSITION YOURSELF FOR SUCCESS



Identify Your Relationships:

Everything begins and ends with relationships.

Do you get along well with coaches?

Do you understand the game at a high level?

Do you have direct access to high level players?

Do you communicate well and have the trust of decision making family members?

Do you have a network that includes front office personnel?

Do you have a family that needs you to be around as much as possible?

Are you okay with being on the road 250 days out of the year? Can you afford that?

Based on your answers to those questions, you can identify or eliminate potential career paths in the basketball industry. Here are a few others career paths to keep an open mind about:

- *Coaching (Various levels)*
- *Player Development*
- *Video Coordinator*
- *Administration/Operations*
- *Scouting (Various levels)*
- *Player Relations*
- *Team Business (tickets, marketing, etc)*
- *Brand/Marketing Partnerships*