



Checklist for International Transfers

1) Language

Parlez-vous Français? ¿hablas español? 你会说中文吗? Is the contract in a language you can understand? When it is in two languages, the contract should state which one applies if there is any dispute over the different versions. Don't assume the translation is accurate.

2) Money

You expect to be paid, right? Make sure the contract is clear as to what you are paid, when you are paid it and when bonuses are both due and paid. If the contract is terminated early, what happens to bonuses 'earned' before termination?

3) Term

When is a three year deal not a three year deal? When one of the years is only included if the club choose to extend your contract; or, if there is clause allowing the club to terminate part way through. Although football contracts are generally for fixed terms, make sure you know the full details of any 'options' in the club's favour, and any termination rights.

4) Disputes

Hope for the best but plan for the worst! If there is any fall-out, you do not want to be forced to go to courts or arbitration in the club's own country. There should be a right to go straight to FIFA, and then to the Court of Arbitration for Sport.

5) Image rights

Are the club signing a profile player? If the club wants to offer an image rights contract to the player, be aware that unless there is a close link between the image rights deal and the player's employment, FIFA will not deal with disputes over non-payment of image rights monies. This needs careful consideration on any transfer - make sure the reward outweighs the risk.

6) Legal advice

The contract is probably worth millions to the player and agent so take advice. If you choose the right advisors it will be money well spent. It will provide a level of reassurance and protection - and hopefully avoid the time and cost of a legal battle if a problem arises further down the line. It also reduces the risk of a conflict between player and agent.

7) READ IT!

A player might only sign a handful of football employment contracts in their entire career. They are not big documents. There is no excuse for a player not sitting down and taking even just 5 or 10 minutes to look over the terms before signing. And if the player doesn't understand anything they read, they should ask for an explanation. Don't leave this simple task to anyone else. Take responsibility, take an interest and take a copy of the contract to keep.

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