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Sports Agent & Attorney  
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1) What is my athletic & academic background?

I was a 2 year letterman in football and 3 year letterman in track at South Grand Prairie High School. I was a Team Captain and led the district in receptions my senior year and garnered 2<sup>nd</sup> Team All District honors. I was recruited in football by West Point, Louisiana Tech, and Southern Methodist University and chose SMU because I wanted to play close to home so my parents, family members, and friends could see me play on a regular basis. In addition, to my athletic honors, I graduated from SGP in the top 10% of my class (Rank 47 out of 525) with a 3.9 GPA and was a member of the National Honor Society and Fellowship of Christian Athletes.

At SMU, I was a 3 year letterman in football where I excelled at wide receiver and on the special teams units. My career highlights include 44 yard touchdown receptions against Texas Tech and Navy and being awarded a game ball for leading the team in special teams tackles in a victory over rival TCU. I also received SMU team awards for displaying exemplary attitude, hustle, and desire and for having the highest grade point average on the team. I also was a three time recipient of the Beefmaster Award for being the strongest player on the team. I earned bachelor degrees in Political Science and Sociology from SMU.

After SMU, I declined an opportunity to play professional football in the upstart Arena Football League in order to pursue a legal education at Howard University School of Law in Washington D.C. At Howard, I was a member of the Entertainment Law & Sports Association and attended Contract Negotiation Training Seminars co-hosted by the NFL Players Association. I received my law degree in 1998.

2) What do I do?

I represent professional football and baseball players. The three phases of my job as an agent are: 1) scouting; 2) recruiting; and 3) representing. During the scouting phase, I attend high school and college games in order to evaluate talent and to gain additional insight about the player's makeup (work ethic, character, attitude, etc.). During the recruiting phase, I meet with prospective clients (players) and their parents, friends, and coaches in hopes of persuading the player to enter into a formal representation agreement with me. During the representation phase, I handle all the players' legal needs such as negotiation of the players' contracts and endorsements, career counseling, and arbitration representation in the event there is a dispute with the players' teams or the NFL or MLB. In addition, I attend my clients' games in order to provide support and to address their needs and concerns.

3) Why and how did I become a Sports Agent?

My love of sports and success as an athlete fostered a desire to become a sports agent and thereby remain involved in sports on the business side. My legal training included coursework in Labor & Employment Law, Entertainment Law, Contract Law, Antitrust Law, Copyrights, and Trademarks so I possess a thorough understanding of all aspects of the business. In 2002, I passed a three hour written exam and thereby became certified as a Contract Advisor by the NFL Players Association. I was also certified as an Athlete Agent by the State of Texas and am a member of the Sports and Entertainment Law Section of the Dallas Bar Association and Entertainment and Sports Law Section of the State Bar of Texas.

4) What are the NCAA regulations regarding Sports Agents?

NCAA rules prohibit a college football player from having an agent before the expiration of his college eligibility or before he declares early for the NFL draft in his junior year. NCAA rules do allow a college baseball player to have an advisor to advise him regarding the draft and a proposed contract offered by a MLB team.

Because of the NCAA regulations, I spend a considerable amount of time simply offering free advice to high school players and their parents involved in the college recruiting process so that they will know what questions they should be asking coaches, recruiters, and academic advisors so the player and his parents can make the best informed decision possible about where he will spend the next four or five years. Regarding college players, I simply provide words of encouragement and mentoring in hopes of helping the player become successful on the field and in the classroom. Under both scenarios, no player/agent relationship is formed and the player's college eligibility is not jeopardized.

5) What is my typical day like?

I read the sports page of the newspaper and various sports publications everyday. I also attend legal seminars focused on sports and the entertainment industry and also give motivational speeches to various athletic teams in the D/FW metroplex. During football season, I attend one high school and one college game a week and watch several more games on television. During baseball season, I attend two to three games a week.

6) What do I look for in a football or baseball pro prospect?

I look for talent, coachability, work ethic, intelligence, and character. Specifically, I am looking for players who have consistently performed at a high level for an extended period of time and who have demonstrated the work ethic, good attitude, and leadership to be successful in college and pro sports.

7) What do college coaches look for in a football or baseball recruit?

Same as what I look for.

- 8) What are the busiest times of the year for me?

The NFL draft is at the end of April and the MLB draft is the first of June. So from December to July I am very busy preparing for the draft by performing informational and statistical research about players and contracts and attending bowl games, all star games, the NFL combine, Pro Days, NCAA tournaments, open tryouts, private workouts, MLB spring training, and NFL training camps. After each draft, I negotiate the players' contracts and attend their games in order to provide support and to address their needs and concerns.

- 9) What is the best advice I would give a pro football or baseball prospect?

Take full advantage of the tremendous opportunity afforded to you because of your football or baseball scholarship. Always practice hard, study hard, and obtain your college degree in order to secure your future irregardless of whether you ever play pro sports. Develop the mindset that no one is going to work harder then you in the weight room and during the off-season speed, strength, and conditioning program. Listen to your coaches and academic advisors, be respectful, and most importantly always remember to say "thank you" to those people who help you along the way.

- 10) What do I enjoy most about being a sports agent?

Working with young men. It is very special and gratifying to see a young man mature, develop, and excel on and off the field.

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Sincerely, John Biggins