



DANSK BOLDSPIL-UNION
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Q&A – FIFA’s Football Agent Regulations

This Q&A serves as a guide for comprehending and applying FIFA’s latest regulation concerning Football Agent. It will elucidate the transition from the previous rules to the updated regulations and provide insights into what to anticipate, both for FIFA-licensed football agents and those without FIFA licensing.

1. FIFA-license

1.1 What are the implications if a former practicing football agent fails to obtain a FIFA-license before the new regulations apply on October 1, 2023?

In the event of a former practicing Football Agent does not attain a FIFA-license by October 1, 2023, they can no longer be entitled to engage in football agent activities in accordance with the provisions stipulated in Circular 125 and the FFAR. The former practicing Football Agent will be subject to deregistration from the DBU football agent register from October 1 and will be able to register again once the FIFA-license is obtained.

1.2 How does a football agent register on the FIFA Agent Platform?

Please read the [User Manual](#) on the FIFA Agent Platform.

Any technical problems on the platform must be directed to support@agents.fifa.org.

1.3 Where can one find information regarding the FIFA exams?

FIFA Exams will be held semiannually, with DBU serving as the host.

Detailed information concerning the examinations can be found on [Fodboldagenter \(dbu.dk\)](https://fodboldagenter.dbu.dk) .

For further information regarding the study material and the rules of the exam please visit the following links: [Study Material](#) and [Exam rules](#).

1.4 When is a football agent activity regulated under the territory and jurisdiction of DBU?

The circular governs football agent activity, cf. Circular 125 Article 2, regarding:

- negotiating and conclusion of a player contract, including a loan agreement, between a player and a club or
- negotiating and conclusion of a transfer agreement between two clubs.

Circular 125 is applicable to all football agent activity, cf. Circular 125 Article 2, within the territory and jurisdiction of DBU when the football agent activity is in relation to player contracts or transfer agreements which are entered into with a club affiliated with DBU, cf. Circular 125 Article 3.

2 Registration and payment as a Football Agent in Denmark

2.1 How to register at DBU's football agent platform?

For information regarding the registration at DBU's football agent platform, please visit the guide on following link: [DBU Klubservice](#)

In case of any technical issues please contact support@dbu.dk.

2.2 When does a foreign FIFA-licensed football agent, who is in communication with a Danish club on behalf of a player from a foreign club, need to undergo registration with DBU?

A foreign FIFA-licensed football agent, intending to represent a player transferring from a foreign club to a club in Denmark, must register on DBU's football agent platform once the transfer agreement has been finalized.

2.3 Do DBU-registered football agents who do not hold a FIFA-license as of October 1, 2023, need to undergo a new registration process with DBU once they acquire a FIFA-license?

If a football agent is registered with DBU and does not obtain a FIFA-license by October 1, 2023, the football agent will be obliged to complete the full registration process outlined in question 2.1 as soon as the football agent obtains a FIFA-license.

2.4 What are the administration fees as a registered football agent under DBU?

When registering at DBU's football agent platform, fees related to the DBU registration of a football agent are applicable. These fees are instituted because the DBU's administration assumes the responsibility of managing, processing, and overseeing all organizational procedures related to football agents, including the approval of representation agreements. Maintaining such procedures is essential as the DBU administration and the national football agent platform are dedicated to ensuring the exclusivity and compliance of football agents with the FFAR.

Please refer to Circular 125, Article 6 for further details:

Registration fee: 1200 DKK

Renewal fee: 800 DKK

Administration fee for representation agreement: 500 DKK

2.5 When does a football agent registered at DBU have to renew the registration at DBU's football agent platform?

A DBU-registration is valid for a year, and registered football agents will receive an annual e-mail reminder to log in to DBU's football agent platform and renew their payment.

If a football agent fails to complete the renewal process within the declared timeframe, their registration will be revoked, rendering the representation agreements for football agent activities null and void. However, the part of the representation agreements regarding payments, including the service fee amount and payment duration, will remain in effect.

It is important to note that the absence of a DBU-registration does not impact the jurisdiction of DBU.

3 Representation Agreements

3.1 Is a Representation Agreement which covers a Transaction between 16 December 2022 and 1 October 2023 still in effect in accordance with the FFAR?

Existing representation agreements without a specific finalized transaction made between December 16, 2022, and October 1, 2023, will be deemed null and void.

Existing representation agreements with a specific finalized transaction made between December 16, 2022, and October 1, 2023, will become null and void in relation to any future football agent activities conducted by the former practicing football agent. However, the terms concerning payment agreements will remain in force, including both the service fee amount and payment duration.

Example:

If a football agent has entered into a player representation agreement with a 2-year duration on May 31, 2023, and subsequently assisted the player in negotiating and finalizing a player contract that takes effect from August 1, 2023, the agreed-upon service fee for the football agent will remain unaffected by the FFAR and Circular 125 after October 1, 2023. This includes both the specified service fee and the agreed-upon installment schedule, regardless of whether the actual payments to the football agent due October 1, 2023, are.

3.2 When a football agent represents a player, club, or both in relation to a negotiation, a conclusion, etc. of a transfer, what is the procedure regarding the representation agreements?

In this case the football agent has obligations towards both DBU and FIFA.

DBU:

The football agent must create a representation agreement at DBU's national football agent platform using DBU's standard representation agreements, which are accessible through the football agent's profile at the platform.

Currently, DBU's national football agent platform is not fully operational, and the process remains the same as before the implementation of the new rules. However, it is important to note that the football agent must use the new standard representation agreements, which are available via the football agent's profile at DBU's football agent platform.

FIFA:

In the case of a representation agreement in relation to a transaction with a cross-border element, the football agent must ensure to register the representation agreement through the FIFA football agent platform, in accordance with FFAR Article 16.

3.3 What happens to a football agent's existing representation agreements if the football agent changes agency?

As a standard practice, the representation agreement is individual and will be associated with the football agent as the contracting party. If the football agent is affiliated with an agency, the agency is free to enter into separate agreements with other agents.

4 Service fee

4.1 Is the club allowed to pay a service fee to a football agent on behalf of a player?

Payment of a service fee due under a representation agreement shall be made exclusively by the player or club of the football agent. The player or club may not reach an agreement with or authorize any third party to make such payment, cf. Circular 125 Article 8.2.

There is one exception to the rule above, which is when a football agent is representing a player and the negotiated annual remuneration is less than USD 200.000 (or equivalent), not counting any conditional payments. In such cases, an engaging club may agree with the player to pay the service fee on behalf of the player to the football agent for the transaction in accordance with the representation agreement. In such cases, all the following conditions shall apply:

- The service fee payment made by the engaging club on behalf of the player shall not affect the fiduciary duty of the football agent to the player. It must also not create any dependency or subordination of the football agent towards the engaging club.
- The service fee payment made by the engaging club on behalf of the player must be no higher than the agreed service fee in the representation agreement between the player and the football agent.
- The engaging club may not deduct any service fee payment from the player's remuneration.
- The player, club and football agent are at all times obliged to comply with the applicable tax and labor law regulations in Denmark, cf. Circular 125 Article 8.2.

4.2 When must payment to the football agent be made through the FIFA Clearing House?

When a transfer has a cross-border element, the payment must be made through FIFA's Clearing House in accordance with the FIFA Clearing House Regulations, cf. Circular 125 Article 14.8.

5 Minor

5.1 Can I represent a player under the age of 18?

Only DBU registered agents with a FIFA-license who have successfully completed the required FIFA CPD course on minors are entitled to represent players or clubs in the negotiation and conclusion of player contracts or transfer agreements when the player is over the age of 15, but under the age of 18, cf. Circular 125 Article 7.6.3.

DBU registered football agents, who have passed the required FIFA CPD course on minors, are not entitled to approach players until six months before their 15th birthday for the purpose of entering into a representation agreement. However, the representation agreement must not be concluded before the day of the player's 15th birthday. This approach may only be made once prior written consent from the minor's legal guardian, cf. Circular 125 Article 7.6.4.

DBU registered football agents with FIFA-license, who have not passed the required FIFA CPD course on minors, are not entitled to approach players until six months before their 18th birthday

for the purpose of entering into a representation agreement. However, the representation agreement must not be concluded before the day of the player's 18th birthday, cf. Circular 125 Article 7.6.5.

5.2 Am I allowed to charge a service fee for football agent activities regarding a player under the age of 18?

A football agent may not receive a service fee when engaged to perform football agent services relating to a minor unless the relevant player is signing their first or subsequent professional contract in accordance with the law applicable in the country or territory of the member association where the minor will be employed, cf. Circular 125 Article 7.6.6.

This meaning, that a football agent does not have the ability to demand a service fee from a club or a player in relation to a transaction, negotiation etc. regarding minors, if the football agent has not been participating in the transaction, negotiation etc., of the minor's first player contract. If the football agent has been participating in the transaction, negotiation etc., of the minor's first player contract, it is possible for the football agent to receive a service fee in relation to the first and the following player contracts.