

NIL & REV-SHARE LEGAL EDUCATION FOR STUDENT-ATHLETES

Practical, athlete-facing workshops that complement compliance and reduce preventable mistakes and protects athletes.

WHAT I DO

As a litigation-trained attorney and former D-I athlete, I deliver NIL and Rev-Share legal education in plain-English designed for real athlete decision points: contracts pushed across the table, agent pressure, compliance pitfalls, and more.

WHO IT'S FOR

All varsity sports • Incoming first-years • Transfers • Team sessions • Department-wide programming

WORKSHOPS I OFFER

1) BEFORE YOU SIGN: NIL & REV-SHARE CONTRACT SURVIVAL

Outcome: Athletes learn the law behind the contracts that control money, rights, time, and risk, before they sign.

- ✔ Key NIL contract terms: term, deliverables, payment schedule, exclusivity, usage rights, termination, dispute resolution
- ✔ Common red flags: vague deliverables, broad rights, automatic renewals, one-sided termination, “future earnings” grabs
- ✔ Rev-Share contract expectations: payment structure, incentives, conduct clauses, termination/buyouts, dispute process

2) AGENTS & THE UNREGULATED MARKETPLACE: PROTECTING YOURSELF IN THE NIL WORLD

Outcome: Athletes learn how to evaluate representation and avoid predatory or conflicted “advisors.”

- ✔ Who is approaching athletes (agent/advisor/brand manager/runner) and what they are really selling
- ✔ Conflicts of interest, agency & fiduciary law, hidden fees, exclusivity traps, IP grabs, and “don’t tell compliance” pressure
- ✔ Athlete protection checklist: scope of services, fee clarity, termination rights, documentation, and accountability

3) NIL, REV-SHARE & COMPLIANCE: WHAT ATHLETES CAN'T AFFORD TO GET WRONG

Outcome: Athletes understand the compliance realities that create eligibility, roster, and reputational risk.

- ✔ NIL vs Rev-Share: distinguishing between the two, what triggers payment, what oversight looks like, what records matter
- ✔ Documentation and disclosure habits that protect the athlete
- ✔ The compliance “why”: preventing inducement language, misclassification, and avoidable violations
- ✔ Title IX: Your rights and the future of Title IX in NIL/Rev-Share world

SAMPLE AGENDA FOR #2

1. **The reality check: why this workshop exists**
 - a. NIL created a marketplace where many “helpers” are unlicensed, conflicted, or unaccountable Who’s approaching you: agent vs. advisor
2. **Agency/Fiduciary law: know your rights**
3. **10 Red Flags to watch for that will help you identify shady “agents”**
4. **Case studies: real-world scenarios**
5. **Athlete Protection Checklist: what to require before you sign with an agent**
6. **Q & A Session**

ATHLETES WALK AWAY WITH...

- A “Before You Sign” contract checklist and **red-flags guide**
- A framework for interacting with agents/advisors, and **avoiding exploitation**
- Key NIL deal terms explained in straightforward language
- Rev-Share: what it is, what it isn’t, and **what to expect contractually**
- Documentation habits that reduce disputes and compliance problems
- (Optional) Business setup with a legal perspective to **protect NIL rights**
- (Optional) Tax and investment strategies to **maximize earnings**

HOW THIS FITS WITH YOUR COMPLIANCE PROGRAM

This fits alongside your NIL/compliance program. Your staff covers the “what you must do here.” I cover the “how to protect yourself in any deal.” I teach athletes the practical skills: understanding contracts, recognizing risky terms and situations, and knowing what to ask before they sign.



EDUCATED & EMPOWERED ATHLETES



CEDRIC HOPKINS
ATTORNEY AT LAW

Cedric has represented clients in Arizona, California, before the Ninth Circuit, and the U.S. Supreme Court.

He also warmed the bench for the Men’s Basketball team at the University of New Mexico.

LET’S CONNECT

- Short Video Demos for each Workshop
- Access to Excerpt of The Fine Print - Cedric’s book covering all aspects of NIL & Rev-Share



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