

HIGH TRAINING ESPORTS



**ESPORTS AGENT**

PROFESSIONAL IN  
ESPORTS INTERMEDIATION

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# ESPORTS AGENT

Start your career as an esports intermediary

## Overview

The role of the esports Agent is to facilitate reaching an agreement between the different esports ecosystem's actors. She or he seeks and evaluates opportunities emerging from the interaction between parties. The esports agent works both at national and international level and with different actors: athletes, teams, tournament organisers and publishers.

A critical aspect of the esports agent work is to interact with a law firm able to support reaching an optimal agreement from a legal level.

## Training workshops

A list of training seminars will be published each year to provide further information on specific topics. Participation in at least one training seminar will guarantee the annual renewal of the e-sports agent certification.

## Topics covered

The e-sports agent course will cover the following topics:

- **Activities of the esports agent**
  - Introduction to esports
  - Main stakeholders
  - Brokerage professionals
- **Legal aspects**
  - Mandate and contract
  - Agreements (nullity)
  - Image rights
- **The esports market**
  - Historical background
  - Current framework and future prospects
  - Official Sport recognition
  - The economic circuit of esports
  - Competitions and economic flows
- **Players, teams and clubs**
  - Professionalism and dilettantism
  - How to assess the value of a player
  - Tournament organisers
  - Publishers
- **Esports intermediation**
  - Supply and demand
  - Scouting
  - Evaluation and estimation
  - Copyrights



# TRAINING PROGRAM

## Our expertise

The group sessions will be led by trainers who have direct national and international experience of the e-sports ecosystem.

All our trainers are highly specialised in their subject domain and can offer you unparalleled training opportunities.

With the experience gained over the years by our trainers, you will gain a unique overview of the subject and access useful practical advice.

The expertise will be complemented by the presence of lawyers, who will provide a legal overview of the intermediary activity in the esports sector.

## MODULE 1

### Starting a business

- Assessing the esports market
  - Starting up and consolidating your presence
  - Esports as a job
  - Code of ethics and conduct
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## MODULE 2

### How to sell your service

- Intermediating in the esports market
  - Players and teams
  - Publishers and tournament organisers
  - Self-promotion and networking
  - Legal issues of brokering
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## MODULE 3

### Acquiring skills

- Private and corporate clients
  - Self-promotion and networking
  - Staying up-to-date
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## FINAL STEPS

### Preparing the start of activities

- Discord for training athletes
- Useful web references
- Educational reference material
- Social network presence





# SPECS AND TIMETABLE

## SPECIFICATIONS

### Target audience

- Esports enthusiasts interested in the profession of intermediation between teams, athletes, tournament organisers and publishers, class of 15 to 30 students.

### Structure

- 20 hours course

### Format

- Face-to-face or online in video conference on Discord platform

### Certification

- At the end of the course a paper and digital certification will be issued. The certification will also be issued on a blockchain platform.

### Enrolment costs

- The course registration fee is €490 per person to be paid within 7 days of the first day of the course.

### Public Register

- At the end of the course, participants will be entered in the public register of esports agents. Enrolment is valid for one year and can be renewed at special seminars.

## CALENDAR 2023

The calendar will be announced in December 2022





**For more information contact**  
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