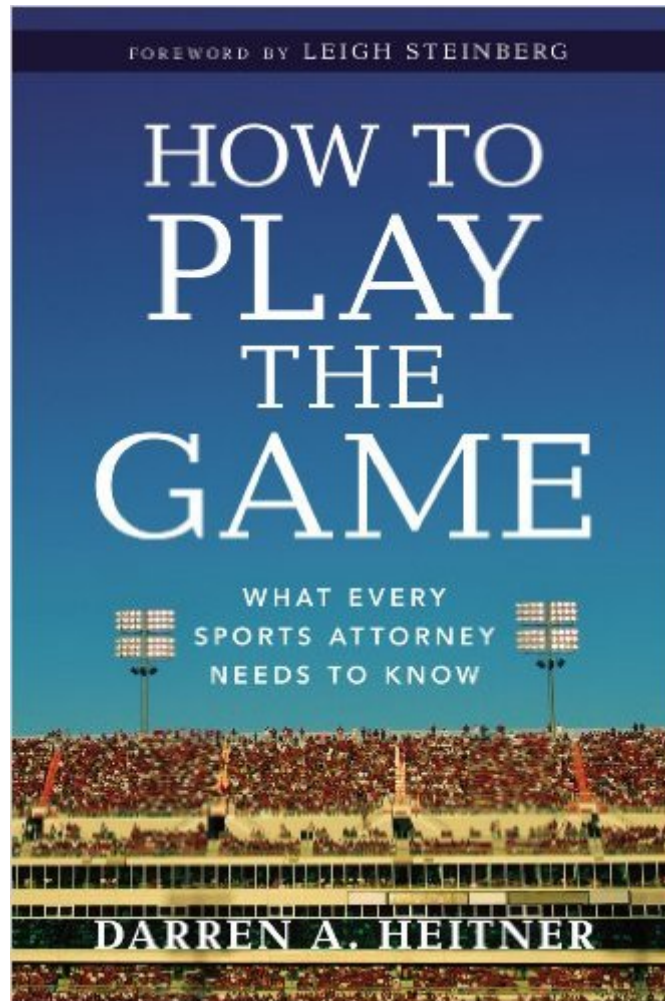


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# How To Play The Game: What Every Sports Attorney Needs To Know



## Synopsis

If you want to play the game, you need to know how to play the game. Sports law is a niche practice area. It encompasses a variety of disciplines, but also requires knowledge of the inner workings of professional leagues and sports-related statutes in order to be successful in the field. *How to Play the Game* provides readers with an overview of sports law specifically tailored to practitioners who are looking to add sports law to their practice area and who need a practical, informative--though not encyclopedic--overview of the field to help them get started. It discusses the laws that govern the sports industry, from contract drafting and negotiation to antitrust issues, intellectual property matters, and labor law concerns. It also discusses the role of players' associations, the power of sports commissioners, sports betting regulations, and more. But what makes this book unique are the real-life case studies involving recognized professional and college sports figures as well as anecdotes from the author's own experiences as a sports attorney, agent, and media spokesperson for college and professional sports industries. In addition, an appendix contains examples of legal documents--including professional contracts--with which any sports attorney/agent needs to be familiar. In short, *How to Play the Game* is the go-to source for anyone interested in getting into the field of sports law.

## Book Information

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## Customer Reviews

The subject matter related to Sports Law is immense. Much in the way International Law is hard to nail down, as virtually every area of law is present in the context of International Law, Sports Law is similar and encompasses many practice areas including, but not limited to, contract, tort, estate planning, intellectual property, labor and employment law, anti-trust, family law, criminal law,

litigation, negotiation...and the list goes on. If you are looking for a summary of all of these practice areas in about 200 pages, I wish you luck finding it. If you are looking for a survey of topics relevant to your Sports Law practice, with small case studies to provide practical examples of issues you may encounter, then Darren has provided just that for you in his book *How to Play the Game | What Every Sports Attorney Needs to Know*. One builds a Sports Law practice, or any law practice, one brick at a time. This book is one brick, use it, and others, to build a strong foundation for your practice.

Darren Heitner's recent release *How to Play the Game* is a must-read for anyone who is interested in pursuing a career in the Sports Industry. Providing insight into the various aspects of Sports Law, Mr. Heitner's work can benefit newcomers to the field and be a reference for current professionals. While finishing the book I was able to apply many of the concepts to my Sports Law course at the University of Connecticut. Impressed with both the content and presentation, my professor also ended up using it to enhance his curriculum. From start to finish I truly enjoyed reading *How to Play the Game*. Mr. Heitner provides valuable insight illustrated through case studies and detailed sample documents, all while highlighting the key legal aspects of the industry. From the start of the book to his closing acknowledgments, you will not be disappointed!

Whether you're interested in pursuing a career in sports law or already work in the sports law industry, this is the book for you. Darren does a phenomenal job of providing a landscape of the current sports law industry, providing current hot topic cases and personal experiences, mixing in a perfect amount of case law and statutory citations.

Darren Heitner's *How to Play the Game: What Every Sports Attorney Needs to Know* is a smooth flowing primer on all the facets of the modern "Sports Law" world. The author expertly weaves the relevant (and oft difficult) legal issues into the modern landscape using very recent and well known incidents that the reader is most likely aware of and fully dissects and explains the legal relevance, reasoning and rationale for the final outcome of the situation. This book brings together the various legal fields that comprise "Sports Law" like the spokes of a wheel, into a concise, fun and easy to read presentation. I recommend this book to anyone wondering what this enticing and rapidly growing phenomenon of the "Sports Law" field really is. This book separates the reality of the industry from the mystique, by giving an honest and thorough account of the issues to be aware of. Reading this book is a prerequisite for anyone hoping to enter the Sports Law field, and a must read

for anyone currently in the field that hopes to remain relevant and up to speed on the ever changing landscape of this area of law. This book is certain to become a seminal publication in this developing area, and will set the course for the industries further development. I will recommend this book to anyone who approaches me with questions of what the area of law is about, and how to start. I look forward to future editions and will keep my copy handy for future reference. Jason A. Davis, Esq.  
(Seattle, WA)

Darren Heitner has made leaps and bounds in his time as a member of the sports law community. From starting his own agency, to creating SportsAgentBlog.com, to becoming a Forbes.com contributor, Darren has commanded the sports law market, and he further cemented himself in the ranks as one of the most notable members of sports law with this book. Darren does a MASTERFUL job highlighting everything plaguing sports law, from labor disputes to drug test to concussions, you name it. And he does so in such a plain format. He skips all the legalese and cuts right to the chase. That's what makes this book so readable and enjoyable. The research that went into this book is immense and it speaks to the hard work that Darren put into making this book. As a sports law student, I highly recommend ANY student who wishes to enter the sports law workforce to purchase this book. This is sports law 101 at its best and you will definitely benefit from reading this book. I'm almost done with mine and you will enjoy it just as much as I did. I know one thing for sure: if I ever have the privilege of teaching a sports law class down the road, I'm doing away with a casebook and will be using this as the vehicle to drive discussion in my class. And if you're a sports law professor reading this review, it wouldn't be a bad idea to ask your students to read this book. It would serve as a nice supplement and the students will surely enjoy it. Overall, the book is fantastic and you will enjoy it from the very start.

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