

**Draft** Continued from Page 1

whom that same agent represents, Jones said. Brooks agreed that sometimes agents are dishonest with the players they represent.

"Agents might tell players they're going to go a lot higher in the draft pick when really they will end up being drafted in the later rounds," he said.

Joe Bushovsky, personnel director for the Detroit Lions, gave the football club's perspective. He believes agents can hurt rookie players if they don't settle their contract negotiations before the training camps begin.

Bushovsky wants his players' contracts settled early in the season because pre-season training is so important, especially for rookies, he said during a telephone interview from Detroit.

"We try to get the rookie players in here to meet the veterans early on, to get to know them, go out for a beer with them ... Then they're not as awed when the veterans walk onto the field," he said.

**Behind the eight ball**

Patrick Forte, the Philadelphia Eagles' chief contract negotiator, said he shares Bushovsky's emphasis on the players' early participation in training.

"The longer the player's not here, the less valuable he is ... the more he's behind the eight ball," Forte said. "He's hurt if he's rushed, and sometimes that can mess up an athlete's whole career."

"Players have got to remember that they aren't the agents' property," Bushovsky said.

Forte, himself a former agent, said he has seen agents demand excessive fees from their clients.

"I have also run across agents who were very underqualified to represent players, but they were very few," he said.

Chris Oldham, an Oregon cornerback who was drafted last week in the fourth round by Detroit, said he has known a few athletes who "got a raw deal" from their agents. They eventually fired them and hired new agents, he said.

As for Oldham, he said he is so preoccupied with making the team when he goes to its mini-camp this week that he hasn't concerned himself with the issues of negotiating.

"I really don't think of all that stuff," he said. "I don't get (a salary) until I make the team anyway."

**NCAA-recommended panels**

The interaction between players and agents has resulted in conflict in the past. Incidences of fraud and corruption have prompted the NCAA to recommend that universities and colleges form advisory panels for student athletes.

The University's Career Counseling Panel consists of a faculty member from the law school, one from the business school and a member from the Athletic Department.

Agents who want to recruit at the University must first register with the Athletic Department, said James O'Fallon, a law school professor and panel member. The panel can limit disreputable agents' access to the University, he said. But aside from that, the panel has no other control over the agents.

The group's goal is to make athletes more aware of the financial workings of the world of professional athletics, Athletic Director Bill Byrne said.

"We also hope to tell them there are some good agents out there and some bad agents out there," he said. "There are some real sleazy types."

The panel will eventually branch out to give advice on career options to athletes who aren't headed for professional sports, Brooks said.

"Most are not headed in that direction," he said. "Less than 5 percent nationwide will go from college to professional football."

**Getting the degree**

Because the number who actually play professionally is so low, the career panel strongly encourages athletes to complete their studies and get their degrees, Brooks said.

O'Fallon said the University's panel was patterned after Duke University's, one of the first schools to form such a group. Not all NCAA-competing colleges and universities have counseling panels, but O'Fallon said he believes all of them will within the next

few years.

David Morwary, an agent for football and baseball athletes, said he is pleased with the increase in counseling panels at universities. Morwary works for ProEx, a firm based in San Diego that has represented athletes from the University.

"Because of the panels, more student athletes are asking the right questions," he said.

"But there are still many who know very little about this area. They can be easily influenced in their choices by agents that may not be looking out for the young men's own interests and careers," he said.

Morwary said he was concerned that many athletes don't use the services the panels offer.

He said good agents should have goals similar to the counseling panels' goals — the athletes' interests being first priority.

"Professional players' careers are very short and they may never have another contract," he said. "That's why the player has got to be involved in the negotiating and know how his money is being spent at all times."

"The problem is that these kids are making more money than they know what to do with," Morwary said. "The challenge is to get them to develop a budget, to put a sufficient amount away in investment plans or trust funds."

"Then the athlete can later choose a second career based on what he wants to do with his life and not based on financial concerns," he said.



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