

MATA

UPPING THE ANTTI

GENERAL INFORMATION

Background of dispute

Antti Kempennen is a talented, if temperamental, soccer player. Mandy Manson is a licensed soccer agent who arranged for Antti to be transferred from a Dutch club to an English Premiership side. The transfer fee was £10,000,000 and the agency fee was £1,000,000. Mandy has been paid the money and it is still in the bank.

Since the transfer there have been several claims on the agency fee from other 'interested' parties. It is not unusual for the fee to be shared with other agents who make introductions or who represent another agent in a particular country, so Mandy was prepared to share the fee with the agency's Dutch contact Jean ten Berg. Within the agency there was also a profit share arrangement with Chris Cox who did the 'footwork' on transfer deals. On that basis the agency fee was to be split 50% to Mandy's agency, and 25% each to Jean and to Chris. Jean in turn shared his/her fee with a partner, half each. Chris has now left the agency and is working independently as a licensed agent.

The dispute

However another claim has arisen. Seppo Kempennen, Antti's father has claimed £750,000 of the agency fee on the basis that it could never have gone ahead without his involvement as advisor to Antti and to Jean and Chris. Everyone suspects that the claim is really being made by Antti, but, under FIFA regulations, he is not allowed to have a share in transfer fees. Unfortunately Chris supports this claim, even though there is nothing in writing to support it (in fact there is nothing in writing about anything, even the agency agreement between Mandy and the players).

The mediation has been called to sort out this mess. Lawyers have advised the different parties and the first, in fact only, thing they agreed is that they do not want the matter to go to court.

Attending the mediation:

Mandy Manson (Antti's agent)
Mandy's lawyer partner
Chris Cox (now an independent licensed agent)
Chris's lawyer
Jean ten Berg
Alex Jeffers (lawyer for Seppo and Antti Kempennen)

Not attending:

Seppo Kempennen
Jean's partner

Jean's lawyer

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