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Next Question: An NFL Super Agent's Proven Game Plan for Business Success

Drew and Jason Rosenhaus
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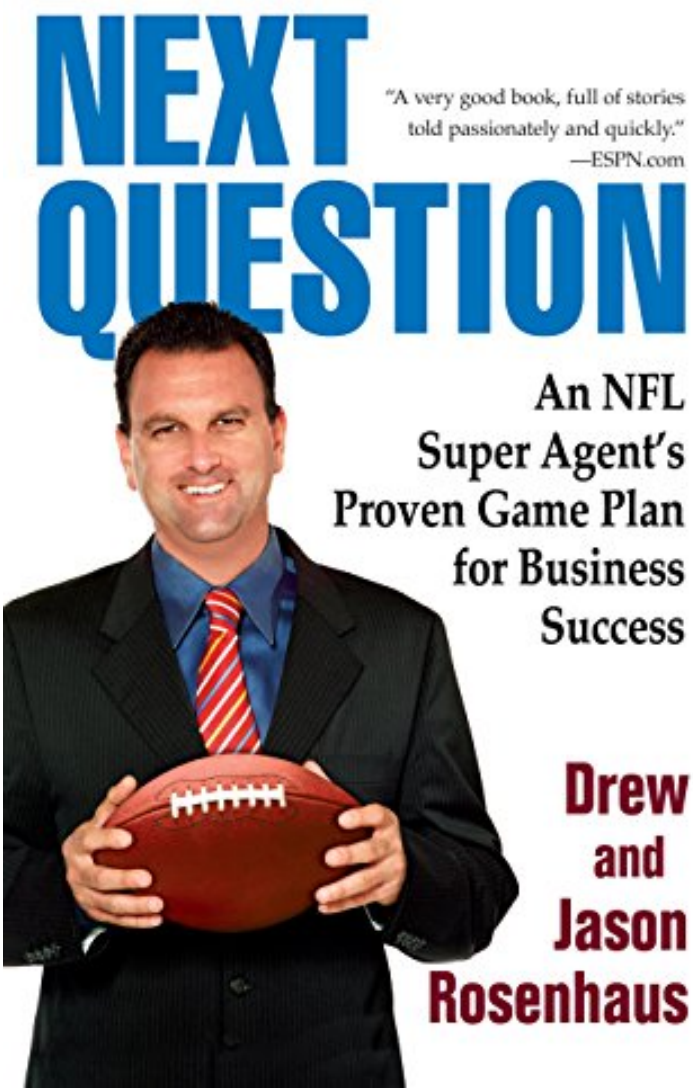

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Drew and Jason Rosenhaus : Next Question: An NFL Super Agent's Proven Game Plan for Business Success before purchasing it in order to gage whether or not it would be worth my time, and all praised Next Question: An NFL Super Agent's Proven Game Plan for Business Success:

1 of 1 people found the following review helpful. This book is eight-years old, but the lessons within it still stand up today.By Matthew RobinsonLove him or hate him, Drew Rosenhaus tells it like it is and he goes for his. I gotta respect that.People who hate Drew Rosenhaus, nine times out ten them same people are just mad that they don't have the balls

or the courage to challenge the status quo in their chosen fields.Rosenhaus put a lot of life lessons and aphorisms in this book for future or current agents to live by. But he also dropped a lot of football names in this book to help keep football fans invested in the product (this book).I enjoyed this book and even though it's an eight-year-old book, you can still pick up some life lessons from this book that can help you whether you're a sports agent, rapper, teacher, janitor, cop, musician, actor, Wall Street warrior, or dishwasher.9 of 9 people found the following review helpful. ego is not a dirty word, but it makes a boring readBy Anthony J. HolleyI was hoping to get a genuine business insight into the business of being a sports agent. The insight I gained from reading this book is that this guy never made a mistake in his life and that despite conducting win/lose negotiations and ensuring that a contract doesn't mean much even if it has a year to run, he thinks he is honourable. The actual content summary would be as follows:Sign the players, spend as much time with them as possibleIf the parents are involved, suck up to them big time.If you don't sign them, keep being nice to them.Negotiate hard, make it clear that player could and will "hold-out" and/or default on contract.The other content includes boasting about his brother marrying a cheer-leader and his Karate instructor being killed.The unexplained questions include how someone so egotistical can be as successful as he seems to be and whether it is true that he never calls or solicits the calls of players before they sign - he doth protesteth too much, as Shakespeare said. In case you think I don't like the guy, I am in Australia and had never heard of him - I wish I still hadn't, at least I'd still have the cash!1 of 1 people found the following review helpful. success story, love him or hate himBy Kris Kronthis is a success story. Love him or hate him, he's made it and that was his goal. more power to him

Winning business principles from an NFL super agent?now in paperback. Building the most dominant sports agency in professional football?with over one billion dollars in player contracts since 2003?Drew Rosenhaus has made a name for himself in the game?by winning. With more active-player clients than any other agent in the National Football League, Drew and his brother Jason sit at the top of an impressive field. Now these two superstars take readers inside the NFL to deliver the secrets behind their business success. Next Question is the playbook for entrepreneurs and others who want to get to the top of their profession?whether they are just starting out or taking their business to the next level. Addressing negotiating skills, deal-making, image control, and much more, this behind-the-scenes strategy guide combines spot-on instruction with anecdotal examples that will get business people fired up to apply the Rosenhaus rules for success?and achieve their professional goals.

About the AuthorDrew Rosenhaus is the president of Rosenhaus Sports Representation. He became the youngest registered agent in 1989 at age 22, and is the only agent ever to be featured on the cover of Sports Illustrated. Jason Rosenhaus serves as vice president of Rosenhaus Sports.