



**2015**

**PIT Basketball Career  
Conference**

**APRIL 10-11**

**SEE TOMORROW'S NBA STARS TODAY**

*Showcasing the Best in College Basketball*



**SPORTSMANAGEMENTWORLDWIDE**

# PIT CAREER CONFERENCE AGENDA

**Friday, April 10th**

**8:45 am**      **Welcome with SMWW President Dr. Lynn Lashbrook**

**8:50 am**      **Sports Agency - Recruiting & Signing Clients in the NBA, NBA D-League & Overseas**

## **Jan Wieland, Founder and CEO Blacktop Management**



Jan is of both German and Finnish descent. He founded Blacktop Management after a series of injuries put his pro career to an end. Jan played in the USA in high school and college as well as a pro in Europe. His broad horizon from playing in different countries helps Jan understand very well the needs and problems both upcoming and established basketball players will face, along with challenges of the teams. Throughout his career both domestically and internationally, Jan has built up connections on every level and placed his players in 25 different countries around the world. Jan holds a business degree in Human Resource Management, and is FIBA Certified. His clients include Akeem Scott, Emmanuel Holloway, Deremy Geiger, Darren Townes, Billy McShepard, Zane Knowles and Jemal Farmer. Jan is a returning speaker, having spoken at the Vegas Summer League Basketball Career Conference.

## **Bret Kanis, Hightower Law Firm, NBPA Player Agent and Attorney**



Bret Kanis is a certified player agent with the National Basketball Players Association. Bret's agent practice involves primarily representing professional basketball players both domestically and internationally; however, he also has experience representing baseball, football, and hockey players, as well as basketball coaches. Bret also has sports marketing experience, having worked with professional and Olympic athletes' endorsements. As part of Bret's legal practice, he has represented professional athlete in contract negotiations, contract disputes and their off-the-field business ventures and personal matters; ownership groups in their potential purchase of sport franchises; and student-athletes in issues relating to their National Letter of Intent. Bret graduated with a B.S.B.A from Washington University in St. Louis, Missouri; a J.D. from Pepperdine University School of Law; and a LL.M. in Taxation from New York University School of Law. Bret received the highest grade in his sports law class where his professors were

prominent sports agents, Dan Fegan (basketball) and Barry Axelrod (baseball). Throughout his career, Bret has had the opportunity to work with high-round draft picks, Hall of Fame athletes and Olympic Gold Medalists in various capacities as an agent and attorney.

Bret is a returning speaker, having spoken at the Vegas Summer League Basketball Career Conference and the SMWW Sports Agent Workshop. Bret is a SMWW Agency Basketball Director and helps SMWW Agent Advisors recruit and sign basketball clients after they have taken the Athlete Management Course.

*Individuals interested in becoming a Sports Agent, should take the Athlete Management Course and be mentored by Lynn Lashbrook and Bret Kanis*

## **Bill Neff, NBPA Player Agent, Saga Sports**



Neff believes more attention can be paid to maximize athletes' second career choices. After directing Team Sports marketing for sports marketing giant Advantage International and helping to start Kenny Smith's career in broadcasting, Neff started his own representation business. For the past 20+ years, Neff has been a pioneer in the business in his niche, the 'under the radar' player. He's always wanted to demonstrate that if they are good enough and managed correctly, they can make it. Over 25 NBA players placed later, Neff has proven his point. Players such as Troy Hudson, Kevin Ollie and Jason Hart were all clients of Neff's from the minor leagues on and Ollie and Hart remain clients as coaches. Neff was the agent for George Hill's \$40 million re-signing several years ago.

Neff's basketball interest extends to his three children. He started an AAU team of his oldest boys' (Stevie, 23) friends in suburban Westchester County north of New York City. Seven years later, they advanced to play in the Final 64 of the Div. I Nationals and led the mighty Gauchos at half, only to lose at the buzzer. Thirty five college coaches watched. He also coached his middle son's, Jason's (17) national AAU team and his daughter's, Lauren's (14) Travel team. As you can see, basketball occupies a big part of his life.

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TIMES**



**SPORTSMANAG**

9:50am

## Sports Media & Communications in a Changing World



### Adrian Wojnarowski, Fox 1 Sports Live, Basketball Analyst

**Wojnarowski (war-ja-NOW-skee) contributes on Fox Sports 1's flagship nightly highlight**, news and opinion program FOX SPORTS LIVE, and also makes regular appearances on AMERICA'S PREGAME.

As the NBA columnist for Yahoo Sports from 2007 - 2014, Wojnarowski has established himself as the landscape's No. 1 NBA insider. His news breaks, insider information and award-winning columns continue to appear on the Yahoo web platform. Prior to his tenure at Yahoo!, Wojnarowski spent 1997-2007 as a newspaper columnist for The Record in northern New Jersey. In 2006, his book, *The Miracle of St. Anthony: A Season with Coach Bob Hurley and Basketball's Most Improbable Dynasty*, earned critical acclaim and landed on the New York Times' best-seller list.

Wojnarowski is a 1991 graduate of St. Bonaventure University with a B.A. in Mass Communication, and a native of Bristol, Connecticut.

**Twitter: @WojYahooNBA**

*Individuals interested in working in Sports Media, should take the Sports Communications Course mentored by sideline reporter Jen Mueller, Seattle Mariners and Seattle Seahawks sideline reporter.*

10:45am

## The Father of Basketball Analytics



### Dean Oliver, Director of Player Personnel and Analytics, Sacramento Kings

**Dean Oliver began with the Kings as Director of Player Personnel and Analytics in the 2014-15 season.**

Dean is known broadly as a pioneer in the analytics that help govern many basketball teams, from the NBA down to high school. His book, *Basketball on Paper*, was written at the same time as *Moneyball* and helped him to enter the NBA in 2004, working for the Seattle SuperSonics. He soon joined the Denver Nuggets as Director of Quantitative Analysis and was part of several very successful teams and the Nuggets VP won Executive of the Year once during

his tenure. Dean went to ESPN for the lockout of the 2011 season, where he headed up the construction of their sports analytics group, working on both basketball and football with talent, producers, technology, and executives at the company.

He earned a bachelor's degree in engineering at Caltech while playing on the basketball team. He did his Ph.D. in environmental engineering at North Carolina and Stanford while serving as an advanced scout in college basketball.

His work has been published in numerous places, is in regular use on television and radio, and he is often asked to give talks to business and educational groups. His book has been lauded by legendary basketball coach, Dean Smith, and by sabermetrics pioneer, Bill James.

**Twitter: DeanO\_Lytics**

*Individuals interested in any NBA Front Office job should take the Digital Video Editing Course mentored by Synergy Sports Technology*

11:30am

## PIT Celebrity Luncheon Rory Sparrow



### Rory Sparrow, 12-year NBA veteran, VP Player Development, NBA League Offices

**A retired American Basketball player, Rory played 12 season in the NBA.** While at Villanova University, Rory held university records during his tenure, hitting game winning shots in the last ten seconds on five different occasions. Rory was picked 75th overall (round 4, pick 6) in the 1980 NBA Draft by the New Jersey Nets. He had a successful career playing for the Atlanta Hawks, New York Knicks, Chicago Bulls, Miami Heat, Sacramento Kings, Chicago Bulls and the Los Angeles Lakers. Rory has been honored on multiple occasions by Sports Illustrated in their "Athletes Who Care" edition due to his charitable donations throughout his career, as well as his own foundation,

the Rory F. Sparrow Foundation, designed to aid children in the New York area. Rory retired at the age of 34. Rory began working for the NBA league offices in the player development department, moved to basketball operations, and then came back to the player development department where he has stayed for nearly 15 years. He was part of the team that created the rookie symposium held each year to prepare the fresh-faced athletes with the rigors of NBA life. He also mentors players regularly, helping them transition from amateurism to professional.

**Twitter: RDStwin**

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EMENT **WORLDWIDE**

# PIT CAREER CONFERENCE AGENDA

1:30pm

## Understanding NBA & NBA D-League Scouting



### **Matt Riccardi, Basketball Operations Coordinator, Brooklyn Nets**

**Matt Riccardi was hired prior to last season as the Senior Basketball Operations Coordinator.** Previously, he worked as the Basketball Operations Manager/Coordinator, and Team Services Assistant, he serves as an administrator for the team scouting staff as well as Billy King and Bobby Marks' right-hand man. Matt also helped Milton Lee with the D-League draft and other Armor issues. He played basketball at the University of Texas at Tyler, where he also served as an assistant coach. He earned a B.A. and M.B.A. in management at UT-Tyler as well, graduating first in his class. He joined the Brooklyn Nets after a short internship with a Dutch investment house.

**Twitter: @MVRiccardi**



### **Chris Gilbert, Scouting Coordinator Sacramento Kings and Asst. General Manager at Reno Bighorns**

**Currently working in the front office of the Sacramento Kings & Reno Bighorns (D-League hybrid-affiliate)** after progressive roles achieved leading to management positions during my time with the Golden State Warriors. Experience and foundation built through collaboration on projects and many opportunities related to both the business & basketball side of the business.

As a "Student-athlete" playing basketball for the University of California, Santa Cruz for four years, I demonstrated effective leadership competencies on and off the court. A two-year team captain and inaugural member of the school's Student-Athlete Advisory Committee (SAAC) serving for two years.

A person with engaging energy, a strong passion for sports and the business of basketball in which I have the desire to succeed. Personal values of integrity, accountability, adaptability, collaboration, and performance along with very good communication and people skills that allows me to effectively engage with others to generate results.

**Twitter: @crgilbert**



### **Herb Livsey, Denver Nuggets NBA Scout**

**Herb Livsey joined the Denver Nuggets in 2008** after scouting for the Atlanta Hawks (2004-08) and the Portland Trail Blazers (1998-2004). Prior to his tenure with the NBA, Herb coached high school and college basketball while working as an English Professor at various schools in Nevada, California and Arizona for 37 years before joining the Continental Basketball Association as a player development director in 1996. In 1998, Mark Warkentien hired him as a scout with the Portland Trail Blazers. He took a brief retirement in 2008, until Warkentien asked Herb to come back as a scout in Denver.

Herb has always followed his instincts on players, whether he is observing a player for several days at a college practice in Kentucky, as he did with Kenneth Faried, or watching a game in the rural Midwest, Herb sticks to his instincts - part of the reason the three General Managers in 7 years at Denver Nuggets have kept, and listened to Herb.

Throughout 1961-2002, he owned and directed Snow Valley Basketball School in Santa Barbara, California every summer. From 1996 - 2010, he worked in Player Development for various NIKE programs in the USA and Europe.



# SPORTSMANAG

2:30pm

## Global Basketball in a Changing World



### Nicola Alberani, General Manager, Pallacanestro Virtus Roma (Serie A Italy/EuroCup)

**Nicola Alberani is entering his third year as the General Manager** of Pallacanestro Virtus Roma (Serie A Italy/Eurocup). He is responsible for managing a staff of 22 employees, preparing and implementing team budgets, scouting local and foreign players, negotiating player contracts, coaching staff selections, and marketing/community promotions. His club has reached the finals and semi-finals while under the leadership of Nicola. Prior to A1 Italy, Nicola served as the Director of Basketball Operations for Fulgor Libertas Basket Forli (A2 Italy). He served at this capacity for four years, leading the league both on and off the court. Nicola worked with the smallest budget in

the league, with the lowest cost replacement for players. Nicola discovered players such as Tony Easley (transferred to 1st division and a T-Wolves member in Vegas Summer Leagues in 2012), Austin Freeman (played in Vegas Summer Leagues and now in 1st division Italy), Leemire Goldwire (then signed for Brescia, doubling his money after departing), Lorenzo Gordon (MVP and winner of Russian 2nd) invented Bobby Jones as a 4 man, position he played in Pistoia and then Roma.

Twitter: @albero75



### Dr. John Karaffa, President ProSport CPA

**Dr. John Karaffa is the President of ProSport CPA**, a premier accounting firm that provides expert tax, accounting, and financial education services exclusively to professional athletes. Since his basketball playing days at Butler University and as a professional athlete overseas, John has amassed over 25 years of extensive tax, accounting, and financial experience. Prior to founding ProSport CPA, John was the Chief Accounting Officer at a major U.S. multinational firm, a Chief Financial Officer at a NASDAQ company, and a Tax Manager with a "Big 4" accounting firm.

John earned his Doctor of Business Administration in 2010, publishing a doctoral dissertation, entitled Retired National Football League Players' Perceptions of Financial Decisions Made: A Phenomenological Study, which was a first-of-its-kind study of the financial decisions made by professional athletes. Additionally, he received a Master of Business Administration in International Business, a Graduate Certificate in Accounting, and a Bachelor of Science in Accounting. John is a Certified Public Accountant, Personal Financial Specialist, Certified Financial Planner®, and NFLPA Registered Player Financial Advisor.

John coaches, mentors, and educates his professional athlete clientele on making good financial and life decisions. His goal is to maximize client wealth while improving the financial literacy of his clients. John's expert educational acumen comes from his experiences teaching college-level personal finance and accounting courses.

3:15pm

## Keynote: Differentiate Yourself to Move up the Ladder

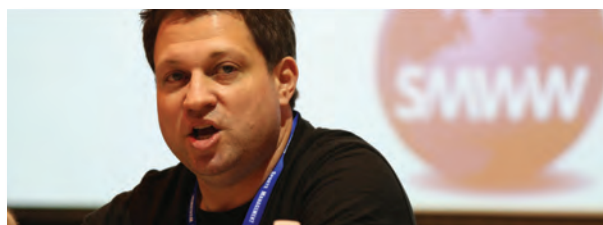


### Mark Warkentien, New York Knicks Dir. of Player Personnel; Graduate of SMWW / Concordia University Chicago Master's Program

**Currently the Director of Player Personnel for the New York Knicks**, Mark has 33 years of experience in basketball. Mark was hired by the New York Knicks during 2010-2011 season. Prior to the Knicks Mark was the General Manager for the Denver Nuggets; named such in September of 2006, where in 2009 Mark was named Executive of the Year for his work in helping the Denver Nuggets reach the Western Conference Finals in 2008-2009. Before the Nuggets, he was in the front office of the Cleveland Cavaliers as Director of Player Personnel and then became the Interim GM for the latter half of the 2004-05 season. Before working for Cleveland, He was with

the Portland Trail Blazers for ten seasons. During his time in Portland, he held many positions; scout, then he was promoted to Director of Scouting and then became assistant general manager (1998-2003) and spent the next season as Director of Player Personnel. His NBA career began in 1991 with the former Seattle Super Sonics, where he spent three years as scout. Prior to the NBA Mark coached several Southern California college basketball teams, before joining Jerry Tarkanian's coaching staff as an assistant at UNLV. Where over that time the Running Rebels advanced to the NCAA Elite Eight four times in five years, the Final Four three times in same span, and won the 1990 NCAA Championship.

*Individuals interested in becoming a NBA Scout, should take the Basketball GM & Scouting Course mentored by Mark Warkentien*



# EMENTWORLDWIDE

# PIT CAREER CONFERENCE AGENDA

4:15pm

## Closing Remarks



### Dr. Lynn Lashbrook, SMWW President & NFL Agent

**Dr. Lashbrook, President & Founder of Sports Management Worldwide**, the first ever online sports management school with a mission to educate sports business executives. SMWW, under Dr. Lashbrook's guidance, offers a global sports faculty with over 10,000 alumni from 140 countries. In addition, Dr. Lashbrook is an NFL registered Agent having personally represented over 100 NFL clients including current Miami Dolphins Quarterback Matt Moore as well as other clients. Lynn is President of the SMWW Agency with over 200 Agent Advisors worldwide representing hundreds of athletes.

Dr. Lashbrook continues to spearhead an effort to bring Major League Baseball to Portland, Oregon. He led the lobbying efforts that resulted in a \$150 million construction bill for a new baseball stadium in Portland. Under his leadership, the group secured legislative action to subsidize a new stadium with ballplayers payroll taxes. Due to this campaign, a 25,000-seat stadium in the heart of the city was revitalized rather than torn down, now home to the MLS Portland Timbers. Prior to SMWW, Dr. Lashbrook served at the collegiate level as Athletic Director or Asst AD at University of Missouri, Southern Illinois University at Edwardsville, and the University of Alaska Fairbanks. At the University of Missouri, the Men's Basketball won 4 consecutive Big 8 Championships. While at University of Alaska Fairbanks, Dr. Lashbrook created the Top of the World Basketball Tournament.

Dr. Lashbrook is well known for his ethical compass, integrity...and puns! We encourage you to introduce yourself to Dr. Lashbrook. He loves meeting people!

Twitter: @SMWW, Hashtag: #SMWWNBAConf

## Portsmouth Invitational Basketball Games

Churchland High School Sports Complex

4301 Cedar Lane

Portsmouth, Virginia 23703

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Friday, April 10th (Tickets included to both games)

7pm: PIT GAME 7

9pm: PIT GAME 8



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Saturday, April 11th (Tickets not included - buy at the door)

12 noon: PIT GAME 9

2pm: PIT GAME 10

6pm: PIT GAME 11

8pm: PIT GAME 12



**SPORTSMANAG**

# PORTSMOUTH INVITATIONAL TOURNAMENT



The Portsmouth Invitational Tournament, or “PIT”, is the United States’ oldest amateur basketball tournament and the only postseason camp conducted for the top NCAA seniors only.

The tournament is recognized by the National Basketball Association (NBA) and European scouts as a showcase for future professional players. Approximately 200 NBA representatives attend the event with 64 seniors invited to play in one of the 8 teams (8x8 players). The four-day tournament consist of 12 games and has existed since 1953 without interruption.

NBA players who are alumni of the Portsmouth Invitational include Scottie Pippen, Dennis Rodman, John Stockton, Tim Hardaway, Ben Wallace, Avery Johnson, Rick Barry, Wesley Matthews, Dave Cowens, and Earl Monroe. In the 1992 tournament UTEP forward Marlon Maxey became the 1st player ever to win the tournament MVP unanimously.

The Portsmouth Invitational is the first of two NBA pre-draft camps, the other being the Orlando pre-draft camp. Portsmouth has few NBA first-round draft picks. Most of its players are on the fringe and get drafted in the second round or end up in the NBA Development League or play overseas. Six of the 64 players from 2009 were drafted, all in the second round.

## Mission of the PIT

The P.I.T. has always claimed to be “more than a basketball tournament”. Each year the P.I.T. contributes back to the community by awarding five \$4,000 scholarships to student athletes from Chesapeake, Norfolk, Portsmouth, Suffolk and Virginia Beach. In addition to the scholarships, approximately \$11,500 from the tournament proceeds is presented to local non-profit organizations and charities to help them make a difference in the local community, creating a grand total of over \$31,500 given back the community each year. The contributions and scholarships have risen significantly over the years thanks to the support of local sponsors, advertisers, ticket sales, the City of Portsmouth and the NBA. Of course, the more than 100 volunteers involved in producing the tournament have a special place in the success of this wonderful event each year. Together they all make this “more than a basketball tournament”.

## Future of the PIT

The future of the tournament looks very bright. The tournament is run under the auspice of the Portsmouth Invitational Tournament Foundation and has gained a highly valued reputation with college players and coaches, the NBA and many professional basketball leagues around the world. Interest in the P.I.T. is stronger than ever. The ultimate goal for the future of the Portsmouth Invitational Tournament is to maintain a prominent reputation for excellence in basketball, remain financially self-sufficient and build upon a well established heritage of philanthropy to student athletes and charitable organizations.

# 2015 PIT PLAYER LIST

PLAYER	POSITION	SCHOOL	TEAM
J.J Avila	Forward	Colorado State	CB
Wayne Blackshear	Guard	Louisville	MD
Askia Booker	Guard	Colorado	K&D
Julius Brown	Guard	Toledo	PP
Mike Caffey	Guard	Long Beach State	MD
Darius Carter	Forward	Wichita State	SS
Kenny Chery	Guard	Baylor	SS
Michael Cobbins	Forward	Oklahoma State	PP
Karl Cochran	Guard	Wofford	RB
Brett Comer	Guard	Florida Gulf Coast	NSC
Pat Connaughton	Guard	Notre Dame	PP
Will Cummings	Guard	Temple	PP
Bryce DeJean-Jones	Guard	Iowa State	K&D
Ousmane Drame	Forward	Quinnipiac	PSC
Traveon Graham	Guard	VCU	CB
Kendall Gray	Forward	Delaware State	NSC
KT Harrell	Guard	Auburn	PP
D'Angelo Harrison	Guard	St. John's	RB
Ryan Harrow	Guard	Georgia State	NSC
Corey Hawkins	Guard	UC Davis	SS
LaDontae Henton	Forward	Providence	MD
Jelani Hewitt	Guard	Georgia Southern	CB
Darrun Hilliard	Guard	Villanova	SS
Dustin Hogue	Forward	Iowa State	PP
Andre Hollins	Guard	Minnesota	RB
Richaun Holmes	Forward	Bowling Green	PP
Juwan Howard, Jr.	Forward	Detroit	SS
Tyler Kalinoski	Guard	Davidson	SS
David Kravish	Center	California	NSC
DaVonte Lacy	Guard	Washington State	RB
Cady Lalanne	Center	Massachusetts	SS



**SPORTSMANAG**



PLAYER	POSITION	SCHOOL	TEAM
David Laury	Forward	Iona	CB
Denzel Livingston	Guard	Incarnate Word	K&D
Mikh McKinney	Guard	Sacramento State	MD
Yanick Moreira	Center	Southern Methodist	RB
Le'Bryan Nash	Forward	Oklahoma State	RB
Stefan Nastic	Center	Stanford	PP
Maurice Ndour	Forward	Ohio	K&D
Youssou Ndoeye	Center	St. Bonaventure	PSC
D.J. Newbill	Guard	Penn State	CB
Saah Nimley	Guard	Charleston Southern	PSC
Gabriel Olaseni	Center	Iowa	MD
Royce O'Neale	Forward	Baylor	PSC
JayVaughn Pinkston	Forward	Villanova	RB
T.J. Price	Guard	Western Kentucky	PSC
Levi Randolph	Guard	Alabama	NSC
Rayvonte Rice	Guard	Illinois	NSC
Wesley Saunders	Guard	Harvard	CB
Jordan Sibert	Guard	Dayton	PSC
Joshua Smith	Center	Georgetown	K&D
Matt Stainbrook	Center	Xavier	SS
Jarvis Summers	Guard	Mississippi	K&D
TaShawn Thomas	Forward	Oklahoma	K&D
Marcus Thornton	Forward	Georgia	RB
Marcus Thornton	Guard	William & Mary	MD
Jabril Trawick	Guard	Georgetown	NSC
Dan Trist	Forward	Lafayette	MD
Ralston Turner	Guard	North Carolina State	CB
Seth Tuttle	Forward	Northern Iowa	NSC
Corey Walden	Guard	Eastern Kentucky	PSC
Brad Waldow	Forward	Saint Mary's	MD
Julian Washburn	Forward	Texas-El Paso	K&D
Amir Williams	Center	Ohio State	CB
Jarvis Williams	Forward	Murray State	PSC



### TEAM ROSTERS

**CHERRY BEKAERT  
(CR)**

**K&D ROUNDS LANDSCAPING  
(K&D)**

**MIKE DUMAN AUTO SALES  
(MD)**

**NORFOLK SPORTS CLUB  
(NSC)**

**PORTSMOUTH PARTNERSHIP  
(PP)**

**PORTSMOUTH SPORTS CLUB  
(PSC)**

**ROGER BROWN'S  
(RB)**

**SALES SYSTEMS, LTD  
(SS)**



# SMWW COURSES

## SMWW SPORTS CAREER COURSES

SMWW offers over 20 Sports Career Courses to accelerate your career in sports. You have met many people who have taken our courses here today. Some were speakers, some were attendees. All of the courses are similar to today's session that they give you the "*what you know*" and the "*who you know*".

For attending today's conference, you receive a \$200 discount (\$300 for SMWW Alumni) on a SMWW Course.

### COURSES INCLUDE:

- Live Audio Chats with your Mentors
- Advice & Mentoring for years to come
- Resume Enhancement
- Informational Interviews
- Software and textbooks
- References from your Mentors
- Access to SMWW network
- Invitation to the SMWW Alumni Association
- Cutting edge technology
- Academic credit transferable to your school



*Books and materials are included. Courses are 8 weeks long, but can be taken at your own pace.*

### COURSE DESCRIPTIONS: (Price includes today's discount. Payment plans available.)

**Athlete Management - \$1250:** Become a Sports Agent! Learn skills and strategies necessary to represent professional athletes. Recruiting, draft preparation, contract negotiation, marketing, endorsements, sponsorship and legal requirements to represent clients in each sport. **Live Audio Chat Mentors: NFL Agent Dr. Lynn Lashbrook, former NFL and NBA Agent Joel Corry, FIFA Agent John Print, MLB Agent Oscar Suarez, NBA Agent Bret Kanis, and NHL Agent Manny Schmidt.**

**Baseball Analytics - \$1250:** Learn how to disseminate objective knowledge about baseball including sabermetrics, baseball analytics, data science, and the statistical tools used by the major leagues. **Live Audio Chat Mentor: Ari Kaplan, AriBall CEO.**

**Baseball GM & Scouting - \$1250:** Sabermetrics, traditional scouting skills, evaluation tools and the business side of managing a team, player personnel and the job of the GM. Includes cutting-edge software used by professional teams. **Live Audio Chat Mentors: former LA Dodgers GM Dan Evans, MLB Scout Larry D'Amato.**

**Basketball GM & Scouting - \$1250:** Includes digital video editing, traditional scouting skills, evaluation tools and the business side of managing a team, player personnel and the job of the GM. Includes cutting-edge software used by professional teams. **Live Audio Chat Mentors: NY Knicks, Director of Player Personnel, Mark Warkentien.**

**Coaching the Next Level - \$795:** Skill development, funding, sponsorships and marketing as it relates to coaching. Skills and strategies to grow a career in coaching. Player evaluation, coaching evaluation, recruiting, retention, liability, leadership, management, and the steps to building a championship program. **Live Audio Chat Mentor: Dr. Jim Krause, Winning Sports Programs President.**

**Cricket Business Management - \$795:** Including team operations, club management, talent identification, team sponsorship, umpiring, coaching, junior, womens, new technologies, recruiting, the business of running a club and essential tools of professional and amateur cricket clubs. **Live Audio Chat Mentor: Ken Jacobs, former CEO of Cricket Victoria, the largest cricket club in Australia.**

**Digital Video Editing - \$1250:** Designed for individuals wanting to break into sports via the video department of professional and university teams. You will be trained in Synergy Sports Technology or XOS Technology used by NBA & NFL teams and EA SPORTS. **Live Audio Chats with Synergy Sports Technology Staff and/or XOS Technologies.**

**Football Agent Certification Prep Course - \$795:** Offers study preparation for individuals who have applied and been accepted to take the NFLPA Certification exam. **Live Audio Chats Mentor: former NFL and NBA Agent Joel Corry.**



# SPORTSMANAG

# 8 WEEKS. ONLINE. ANYWHERE. ANYTIME.

**Football GM & Scouting - \$1250:** Includes Coach's Office software and XOS Technology training, traditional scouting skills, evaluation tools and the business side of managing a team, player personnel and the job of the GM. Includes cutting-edge software used by professional teams. **Live Audio Chat Mentors: former Tampa Bay Buccaneers GM Mark Dominik, former NFL Executive & legend John Wooten & former NFL Scout Russ Lande.**

**Hockey Analytics - \$1250:** Advanced hockey scouting, game & player analysis, using hockey analytics and statistical tools utilized by the NHL. **Live Audio Chats with NHL experts hosted by Mike Oke, Peterborough Petes' General Manager.**

**Hockey GM & Scouting - \$1250:** Includes training with Steva Digital Video Editing and Rinknet, the scouting software used by the NHL, traditional scouting skills, evaluation tools and the business side of managing a team, player personnel and the job of the General Manager. Includes cutting-edge software used by professional teams. **Live Audio Chat Mentors: Boston Bruins former GM Harry Sinden & Mike Oke, Peterborough Petes' General Manager.**

**Mixed Martial Arts Management - \$795:** One of the fastest growing sports in the world is now looking for all sorts of talented and creative people. Learn from former Olympic silver medalist Matt Lindland, MMA competitor, coach, agent and promoter, the inside of this business. **Live Audio Chat Mentor: Matt Lindland, USA Wrestling Greco-Roman Coach.**

**Motorsports Management - \$795:** Business side of the racing industry, race team management, speedway and track operations, media and event management, motorsports marketing, pit crew, revenue and sponsorships. **Live Audio Chat Mentor: Tom Weisenbach, Indiana Motorsports Association Executive Director.**

**Rugby Business Management - \$795:** Team operations, club management, talent identification, team sponsorship, coaching, women's rugby, new technologies, recruiting, the business of running a rugby club and other essential tools of professional and amateur rugby clubs. **Live Audio Chat Mentors: Syd Douglas, Managing Director of Rah Rah Rugby**

**Soccer Analytics - \$1250:** Soccer scouting, match a player analysis and transfer dynamics using an online platform utilized by the top soccer clubs in the world. **Live Audio Chat Mentors: SMWW UK Scout (EPL) John Print and Richard Trafford and Portland Timbers Scout (MLS) Matt Martin.**

**Soccer Management & Scouting - \$1250:** Traditional scouting skills and transfer dynamics, evaluation tools and the business side of managing a team, player personnel and the job of the GM. **Live Audio Chat Mentors: ESPN Analyst Tommy Smyth, Aston Villa Scout (EPL) Steve Simmons, and Portland Timbers Scout (MLS) Matt Martin.**

**Sports Administration - \$1250:** Enhance revenues, manage cost-effective programs, manage and maintain a full menu of sports, community relations. Designed for those that want to be Athletic Directors, work for an Olympic Committee, governing bodies, sports hall of fame, and international sports organizations. **Live Audio Chat Mentors: Dr. Jim Krause Winning Sports Programs.**

**Sports Broadcasting - \$795:** Sportscasting, play-by-play with cutting edge technology. Conduct coach's interviews, execute live pre/post game interviews, host weekly coaching shows, and create an on-air sports personality. **Live Audio Chat Mentors: Portland Trail Blazer Announcer Brian Wheeler and Integrity Sports Network Host Steve Nash.**

**Sports Media & Communications - \$795:** Public Relations, marketing, new media communications, social networking, and journalism at the major league level. **Live Audio Chat Mentor: Seahawks and Mariners Sideline Reporter Jen Mueller.**

**Sports Revenue Management - \$1250:** Train for entry-level positions in the front office of your favorite team. Includes sponsorship, sales, & entry-level marketing needed to be hired as an Account Executive. **Live Audio Chat Mentors: Indianapolis Colts VP Greg Hylton, Salem Keizer Volcanoes President Tom Leip, and Bill Guertin, CEO, The 800-Pound Gorilla.**

SMWW classes can be taken from anywhere in the world. We offer economic discounts based on your country, alumni discounts, and military discounts. Academic credit available for current university students. We have over 10,000 graduates working in sports in over 140 countries. We are the global leader in online sports business education.



# SPORTS MANAGEMENT WORLDWIDE

# SMWW CAREER CONFERENCES



**NHL Draft** - June 25-27, 2015, Ft. Lauderdale, Florida

Watch NHL Execs make their picks live on the arena floor. Includes "100 level" tickets to all 7 rounds

**Vegas Summer League Games** - July 17-18, 2015, Las Vegas

See 8 NBA teams in one day!

**Sports Agents Workshop** - August 2015, Portland, Oregon

The goal is to give you the tools and strategies to sign your first client

**NFL London Game** - October 3-4, 2015, Wembley Stadium

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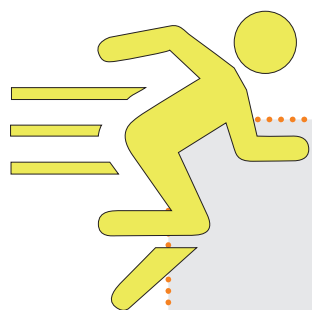


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