

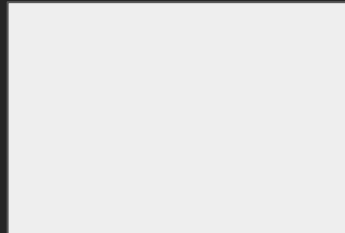
X

**OLIVER
SERVICE**



WHAT EVERY PLAYER NEEDS TO KNOW ABOUT THEIR AGENCY?

- MLBPA Certification
- Current/Formers Clients
- Services Provided
- Professional Licenses
- Personalized Plan
- Fee Structure
- Education
- Experience
- Who is Your Agent?
- Agency Beliefs

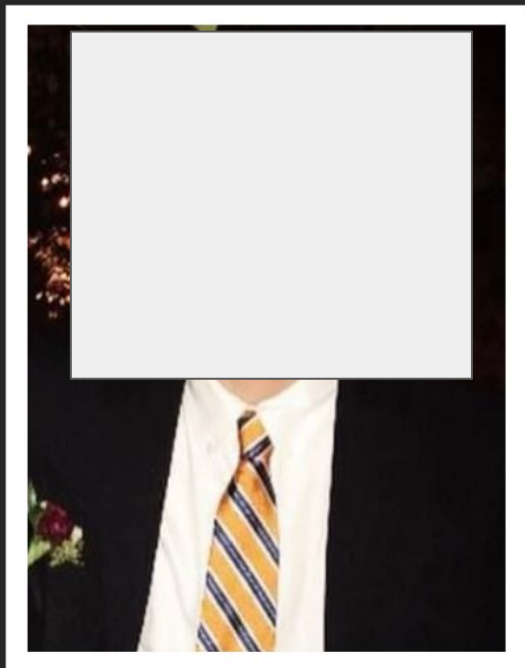


ABOUT KARES SPORTS MANAGEMENT

OUR SERVICES

- MLB Draft Representation →
 - MLBPA Representation →
 - Endorsements →
 - Pre Draft Prep →
 - Media Training
 - Contract Negotiations
 - Brand Management
- Preparing to talk to scouts
 - Do's and Don'ts
 - Maximizing your worth
 - Making the best possible decision for you
 - Extra work with the team
 - Priority treatment from organization
 - Fall/Winter Leagues
 - Helping you become a big leaguer
 - Honest/Open/Realistic Evals from orgs
 - Informing you about each org
 - Making the best plan for you to succeed
- 

WHO IS AGENT [REDACTED]?



[REDACTED]

MLBPA Certified Agent

- Tennessee Native
 - Currently in Nashville, TN
 - Originally from Memphis, TN
- University [REDACTED]
 - Sports Management Major
 - Athletic Dept Experience
 - Vols Baseball Relations
- Baseball Industry Connections
 - Scouts
 - Trainers
 - Front Office Executives
- Personal Family Connection
 - Personal connections with prospects and their families
 - Everyone is their own individual
 - Does as much as possible for clients to only worry about baseball

SETTING OURSELVES APART



• Endorsements & Collaborations

- The KARES Endorsement Process
- **Our Preparation**
- Company Outreach
- **Staying true to yourself & your brand**

• Pounding the Pavement

- Daily Reach out to Companies
- **Marketing Deals**
- Company Equity
- **Family Protection**

• Brand Management

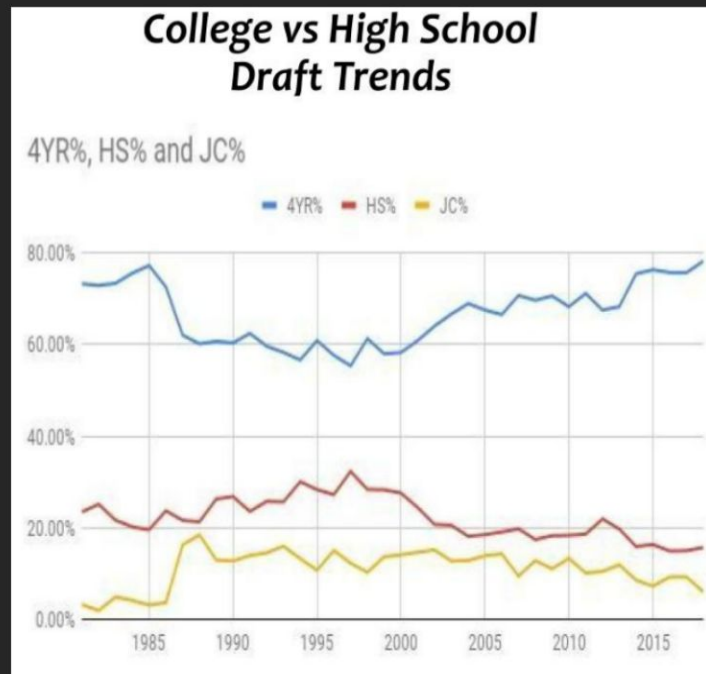
- Establishing a Brand
- **Media Training**
- Crafting your Public Image
- **Tools for Success**

Venture Management

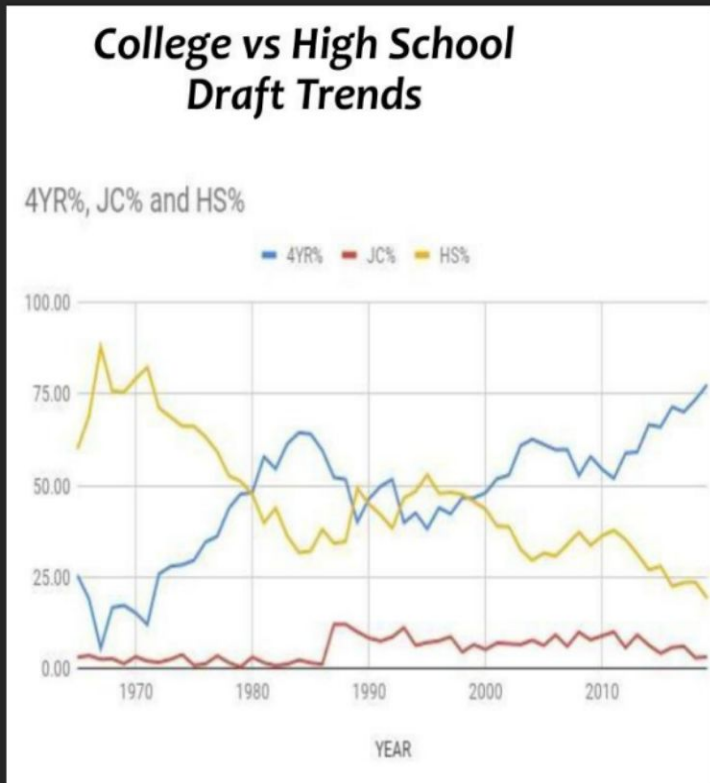
- YOU are a Business!!
 - **Merch, Camps, Businesses, NFTs, etc.**
- Creative Side of Every Athlete
- **Possibilities are Endless**

RECENT DRAFT TRENDS

- Our Draft Focus For You
 - Past 25 Years
 - Our Focus is Last 5-7 Years
- Recent MLB Draft Trends
 - Steady increase in 4Years since 1990s
 - HS guys steady around 20% mark
 - 4Yr College picks highest ever
- Why College Draft Picks?
 - Recent struggles with High School picks
 - Extended development timeline
 - More access to College Data
 - Analytics and Data is key
 - More info teams have on HS prospects raises likelihood of being picked



RECENT DRAFT TRENDS



- Trends for Top 10 Rounds

- Huge spike in 4YR College players since 2010
 - Has led to decrease in High School Selections during same time period.

- CBA Led to Draft Changes

- New CBA in 2012 led to changes in team perspectives
- Teams have limit on spending each draft
- Leads to more College Seniors drafted in rounds 6-10
- Teams get to save money and spend later in the Draft
- Amir Garrett Example
 - \$1 Million Signing Bonus in 22nd Round

MLB DRAFT FINANCIALS

- Draft Financial Strategy

- When discussing finances; everyone is different
 - Things happen quick on Draft Day
 - Important to be prepared \$\$ wise
 - Teams will ask your signing \$\$ number

- Be Confident With Your Number

- Important to have a number ready when teams ask
 - An unsure answer can lead to teams losing interest
- Teams want to know if you are signable for their price range in that round
- Important to have a number that makes you and your family happy

- Preparation

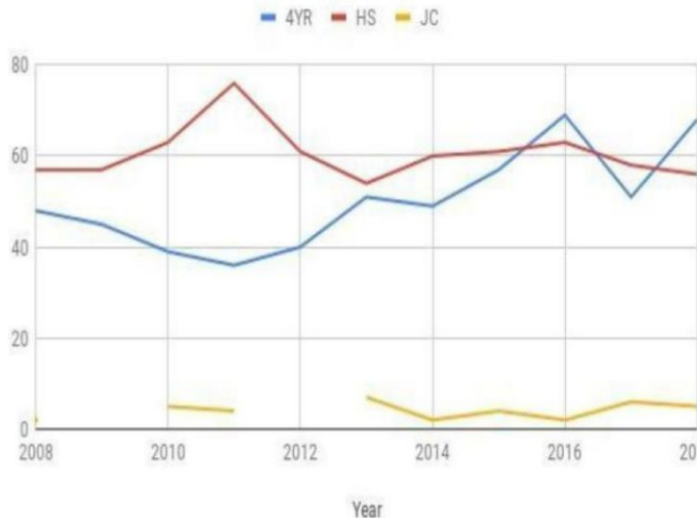
- Finding a number comes with a lot of preparation
 - AGAIN, Data and Analytics are key
- Commitment to
 - Allows us __ years to prepare and find a number for you and your family.



SIGNING BONUS INFORMATION

Financials

\$500,000+ Bonuses By Source



- Team Signing Bonuses

- Teams are given a certain amount of Signing Bonus Pool \$ for Top 10 Rounds
- Each pick has an assigned value
- All picks added up determine how much teams can spend without penalties

- Player Signability Importance

- Slot Value is still subtracted from team Bonus Pool even if a player taken in Top 10 Rounds doesn't sign
- Top 10 Round Picks are extremely VALUABLE
- Next, we will go through a Draft breakdown for you as a player

First Round

Includes Comp and CB Picks

- 12 Players above slot value
- 18 Players below slot value
- 9 Players at slot value

\$3,798,748

Third Round

- 2 Players not signed
- 8 Players above slot value
- 12 Players below slot value
- 4 Players at slot value

\$713,458



DRAFT



2022 FT

Fourth Round

- 10 Players above slot value
- 12 Players below slot value
- 8 Players at slot value

\$655,405

Second Round

Includes Comp and CB Picks

- 17 Players above slot value
- 15 Players below slot value
- 9 Players at slot value

\$1,430,612

Fifth Round

- 2 Players above slot value
- 19 Players below slot value
- 9 Players at slot value

\$317,086

2022 MLB DRAFT BONUS BREAKDOWN

First Round

Includes Comp and CB Picks

- 1 Player not signed
- 11 Players above slot value
- 18 Players below slot value
- 7 Players at slot value

\$3,379,491

Fourth Round

Includes Comp Pick

- 1 Player not signed
- 11 Players above slot value
- 17 Players below slot value
- 2 Players at slot value

\$509,007



Third Round

- 16 Players above slot value
- 9 Players below slot value
- 5 Players at slot value

\$922,623

Second Round

Includes Comp and CB Picks

- 1 Player not signed
- 12 Players above slot value
- 15 Players below slot value
- 8 Players at slot value

\$1,459,574

Fifth Round

- 9 Players above slot value
- 19 Players below slot value
- 2 Players at slot value

\$367,626

2021 MLB DRAFT BONUS BREAKDOWN

First Round

Includes Comp and CB Picks

- 1 Player not signed
- 11 Players above slot value
- 17 Players below slot value
- 8 Players at slot value

\$3,724,448

Third Round

- 3 Players not signed
- 12 Players above slot value
- 11 Players below slot value
- 3 Players at slot value

\$949,096



Fourth Round

- 2 Players not signed
- 8 Players above slot value
- 15 Players below slot value
- 5 Players at slot value

\$529,425

Second Round

Includes Comp and CB Picks

- 2 Players not signed
- 14 Players above slot value
- 13 Players below slot value
- 6 Players at slot value

\$1,406,843

Fifth Round

- 3 Players not signed
- 6 Players above slot value
- 17 Players below slot value
- 4 Players at slot value

\$292,838

2020 MLB DRAFT BONUS BREAKDOWN

DIGGING DEEPER INTO YOUR SITUATION

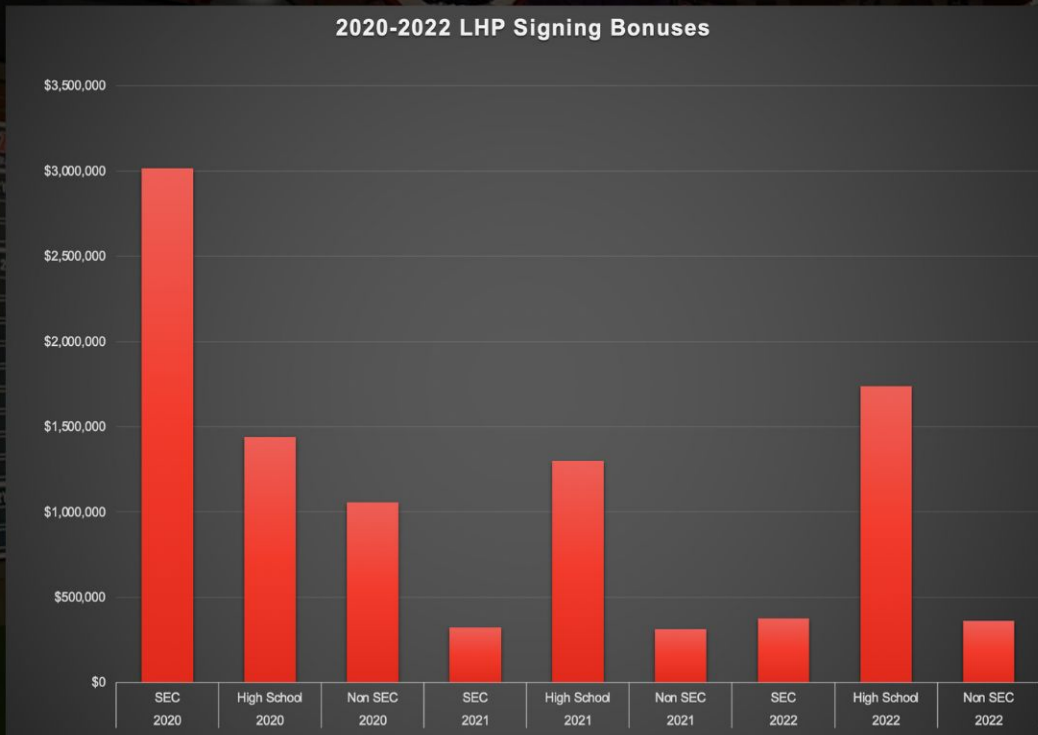


DRAFT



MLB DRAFT CATCHER SIGNING BONUSES

2020-2022 LHP Signing Bonuses



2020 MLB Draft

SEC Catchers Drafted

0

High School Catchers Drafted

7

2021 MLB Draft

SEC Catchers Drafted

8

High School Catchers Drafted

3

2022 MLB Draft

SEC Catchers Drafted

4

High School Catchers Drafted

7

FORMER TEXAS DRAFTEES SIGNING BONUSES

2020	5	P	\$847.50k
2021	CB-A	P	\$2.50m
2021	8	LF	\$20.00k
2021	9	P	\$130.00k
2021	16	1B	Didn't Sign
2021	18	P	\$125.00k
2021	19	SS	\$20.00k
2021	20	1B	\$25.00k
2022	2	1B	\$1.40m
2022	3	P	\$629.80k
2022	4	C	\$571.40k
2022	6	OF	\$305.00k
2022	7	SS	\$200.00k
2022	10	3B	\$10.00k
2022	12	P	\$137.50k
2022	19	3B	\$20.00k



Silas Ardoin

Texas Final Season Stats

- G: 69
- AB: 240
- H: 65
- R: 48
- 2B: 20
- HR: 12
- RBI: 50
- SO/BB: 46/39
- AVG: .271
- SLG: .650
- OBP: .391

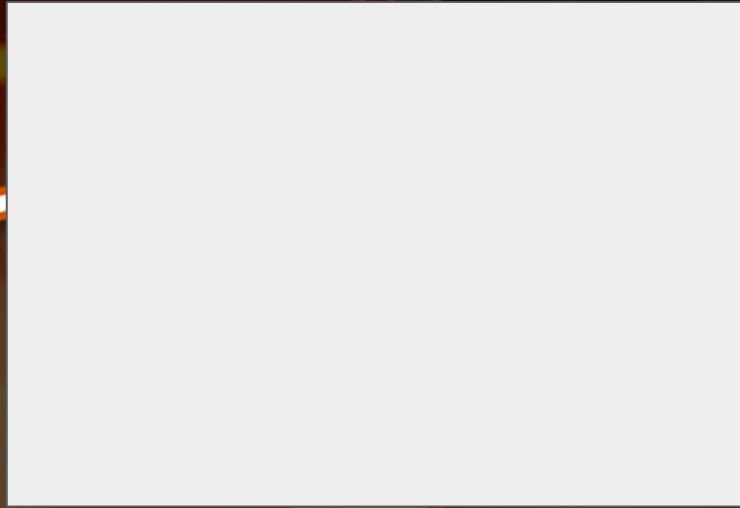
Comparison

Service

- HT: 6'0
- WT: 190
- C VELO: 77

Ardoin

- HT: 6'0
- WT: 215
- C VELO: ...



YEARLY PLANS

**5 YEAR & 10 YEAR VISION
IN DEPTH**

OUR VISION FOR 2023 & BEYOND



Year One (2023)

- Ball out for Senior Season (Spring)
- Discuss Signing Bonus number with family
- MLB Draft Cycle (May-July)
- Make signing decision



Sign w/ Pro Organization

Go To University of Texas

- Sign Pro Contract
- Report to Arizona or Florida
- Begin team workouts (July-Sept)
- Head home for first offseason

- Head to Austin in the fall
- Begin Fall Ball w/ teammates
- Earn playing time for Spring
- Get set up with Texas Collective

OUR VISION FOR 2023 & BEYOND

Sign w/ Pro Organization

- Potentially host Kids Development Camp
- P/Cs report to Spring Training (Feb)
- Battle for a spot in Complex League / A Low
- Ball out in Regular Season
- Reach out to fall/winter ball teams if applicable

Year Two (2024)

Go To University of Texas

- Prepare for Freshman Season
- Fight for playing time
- Continue with the Texas Collective
- KSM continues to reach out for NIL Opportunities
- Find Collegiate Summer Wood Bat League
- Goal: **New England Collegiate Summer League or College Summer League at Grand Park**
- **Fall Ball to begin push to become starter**

Year Three (2025)

- Complete Winter Season
- Continue with Offseason Training
- Report to Spring Training in February
- Battle for spot in A High
- Search for Brand Partnerships
- Compete in Regular Season
- Fall & Winter Leagues

- Prepare for Sophomore Season
- Become full time starter
- More NIL Opportunities
- Continue with Texas Collective
- Potentially launch your brand
- **Logo, Merch, and Website**
- Find Collegiate Summer League
- Goal: **Cape Cod League**

OUR VISION FOR 2023 & BEYOND

Sign w/ Pro Organization

- Complete Winter Season
- Continue with Offseason Training
- Report to Spring Training in February
- Battle for spot in AA
- Search for Brand Partnerships
- Compete in Regular Season
- Fall & Winter Leagues

Year Four (2026)

Go To University of Texas

- Prepare for Junior Season
- Compete for All Conference Accolades
- Continue with Texas Collective
- Meetings with MLB teams for Draft
- MLB Draft process
- Pick Signing Bonus number
- MLB Draft Signing Decision
- Report to Arizona/Florida
- Begin team workouts
- Find Fall & Winter Leagues

Year Five (2027)

- Complete Winter Season
- Continue with Offseason Training
- Report to Spring Training in February
- Battle for spot in AAA
- Get picked up on 40 man roster
- Search for Brand Partnerships
- Compete in Regular Season
- Fall & Winter Leagues
- Potential September Callup

- Complete Winter Season
- Begin Pro Offseason Training
- Report to Spring Training in February
- Battle for spot in Low A/High A
- Get picked up on 40 man roster
- Compete in Regular Season
- Fall & Winter Leagues

OUR VISION FOR 2023 & BEYOND

Sign w/ Pro Organization

- Complete Winter Season
- Continue with Offseason Training
- Report to Spring Training in February
- Start season in AAA
- Compete in AAA
- Promoted to MLB
- Earn playing time as Backup Catcher
- Start earning Major League service time
- Search for brand partnerships in Pro City

Year Six (2028)

Go To University of Texas

- Complete Winter Season
- Continue with Offseason Training
- Report to Spring Training in February
- Battle for spot in High A/AA
- Compete in Regular Season
- Fall & Winter Leagues

Year Seven (2029)

- Complete Winter Season
- Continue with Offseason Training
- Report to Spring Training in February
- Start season in MLB as Backup Catcher
- Compete at Major League level
- Earn playing time as Starting Catcher
- Second year of Major League service time
- KSM begins preparation for Year 1 of arbitration

- Complete Winter Season
- Continue with Offseason Training
- Report to Spring Training in February
- Battle for spot in AA/AAA
- Compete in Regular Season
- Potential September Callup
- Fall & Winter Leagues

OUR VISION FOR 2023 & BEYOND

Sign w/ Pro Organization

- Complete Winter Season
- Continue with Offseason Training
- Report to Spring Training in February
- Start season in MLB as Starter
- Compete at Major League level
- Third year of Major League service time
- KSM continues Arbitration preparation
- Oliver hits first offseason of Arbitration

Year Eight (2030)

Go To University of Texas

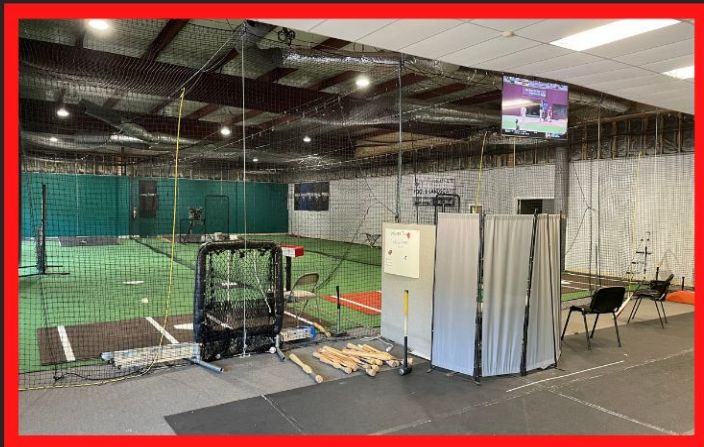
- Complete Winter Season
- Continue with Offseason Training
- Report to Spring Training in February
- Start season in AAA
- Compete in Regular Season
- Called up to MLB
- Battle for playing time as Backup Catcher
- Fall & Winter Leagues

Year Nine (2031)

- Complete Winter Season
- Continue with Offseason Training
- Report to Spring Training in February
- Start season in MLB as Starter
- Compete at Major League level
- First season under Arbitration
- Fourth year of Major League service time

- Complete Winter Season
- Continue with Offseason Training
- Report to Spring Training in February
- Start season in MLB as Backup
- Compete at Major League level
- Become MLB Starter
- Second year of Major League service time
- KSM begins Arbitration preparation

X UNDISCOVERED TRAINING



• UNDISCOVERED Benefits

- HitTrax and Trackman
- Hitting cages / Pitcher's Mounds
- Weight & Agility Room
- Train with top amateur/professional athletes

• Train Relentlessly

- Being undiscovered is an advantage
- Cam Coursey Story
- Giving back to community

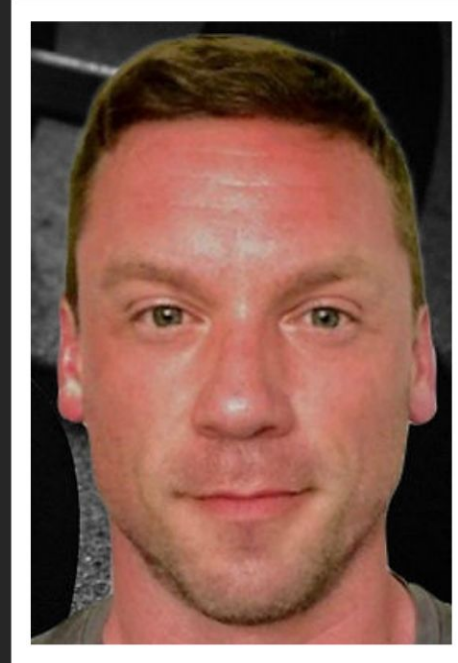
• Current Pros in Training

- Cam Coursey (Owner/Diamondbacks)
- Quincy Nieporte (Tigers)
- Anthony Maldonado (Marlins)
- Robert Kwiatkowski (Red Sox)

(UN)DISCOVERED

TRAINER' STEVEN MOUZON

- The Mouzon Method
 - USAW Certified Strength Coach
 - Catalyst for changing career progression
 - Current Clients
 - The WAY to become discovered
- What is his Method?
 - Personalized approach to each athlete
 - Proven methods and techniques
 - Personally suited to your athletic needs
 - 2-3 day/week training plan
- Training Focus
 - Mobility
 - Movement
 - Strength
 - Skill

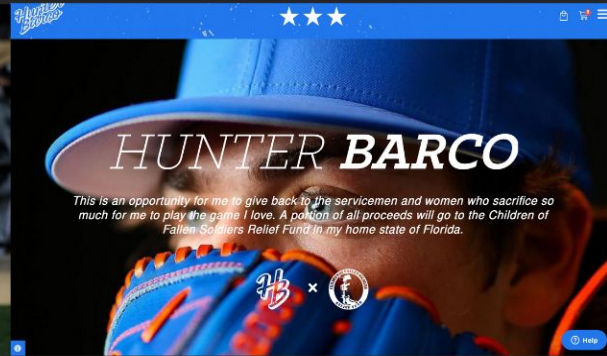


Head Strength Coach

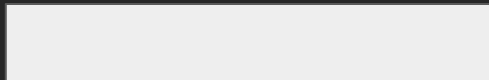
BRAND MANAGEMENT

- Starting YOUR Brand
 - Authentic to yourself on social media
 - Logo/website/personal merchandise
 - NIL/Endorsements
 - Shows professionalism
- NIL/Endorsements
 - Potentially extra cash off the field
 - Company outreach
 - Social media following is important
 - Not always cash; sometimes product

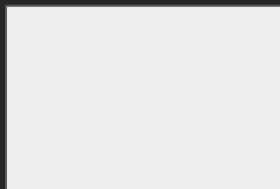
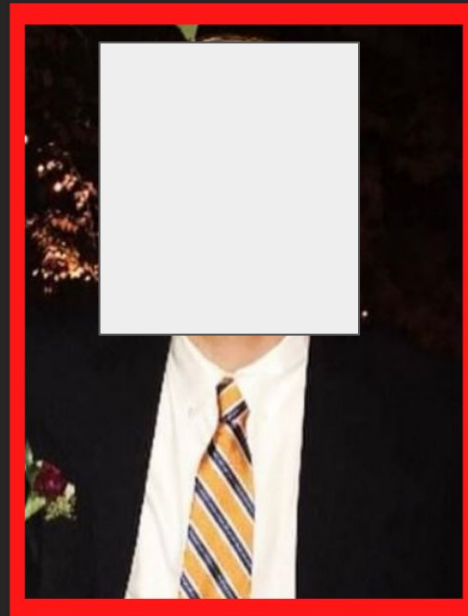
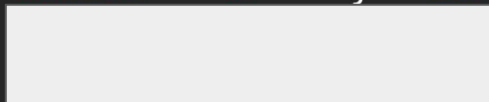
BRISIE



THANK YOU!!



MLBPA Certified Agent



CONTACT US

