

OCM

WEALTH MANAGEMENT SPORT DIVISION



*“My vision is to disrupt and improve what an agency does for sports professionals by interlocking holistic wealth management services to truly manage every aspect of their professional life not just now but for the coming 20, 40, 60 years. This is more than negotiating or arranging contracts, it is about managing an individual and being a **financial life coach** so we can assist them in building a life beyond sport. This is a long term relationship built on mutual trust and respect and we are here to help in all aspects.”*

CEO & Founder

Jason Stather-Lodge



Sports DIVISION

The Sports Division is where we take athlete management to a whole new level and was born out of a requirement to deliver more. We have found through experience that the management of professional athletes requires a holistic approach in order to create and maintain a secure balance between living for today and saving for tomorrow.



Contract Negotiations

We are expertly placed to source and negotiate the terms of your contract, covering everything from salary to bonus structures and everything in between.



Transition Planning and Personal Development

Helping prepare you for life after sport through vocational qualifications, honour's degrees and work experience.



Financial Planning

Access to chartered financial planners to guide you through your career.



Legal support and Crisis Management

Access to solicitors and appropriate legal aid for potential damage control.



Relocation Assistance

Finding suitable living space when moving clubs for you and your family.



Full-time Support

A staff made up of current and former professional athletes who are dedicated to helping our clients succeed.



Commercial Opportunities

Increase earning potential and brand exposure at the right time in your career.



Mortgage Advice

Whether you are a first-time buyer, remortgaging or buying a property to let, we can offer advice that is tailored to your needs.

Life as an OCM SPORTS CLIENT

Every client who chooses OCM Sports entrusts us to provide a truly holistic service. Upon signing with OCM, each client will have a bespoke plan developed covering our four main touch points.

OUTLINE ON & OFF FIELD ASPIRATION



ON FIELD DEVELOPMENT



WEALTH MANAGEMENT



CAREER DEVELOPMENT



COMMERCIAL OPPORTUNITIES



On-Field DEVELOPMENT



ON-FIELD

Review

Upon signing with OCM, we will undertake a review of your playing contract and analyse the pathway at your current club.

Player Development

It is our job to ensure OCM clients reach their potential on the field and as your representation, we will work around the clock to help you achieve your goals. This is a player-first approach and OCM will be there every step of the way.

Contracts in professional sport are typically short and this can provide unrest. It is our job to ease this pressure and shift your focus from the contract situation to performing on the field.

We work tirelessly in order to provide OCM clients with different options and pride ourselves on being able to place players globally.





WEALTH MANAGEMENT

Financial Independence

At OCM Sports, our goal is to ensure that clients are maximising their earnings and putting themselves in a position whereby they are financially independent.

Strategy Implementation

The starting point for all clients is the same: After a thorough analysis of your current position we develop a coherent strategy that defines how you will maintain or achieve financial independence. If you are at the start of your plan then the emphasis is on building wealth as tax efficient as possible. To that end our Highly Qualified Chartered Financial Planners are authorised to advise you on a variety of services.

**AS A CLIENT OF THE SPORTS DIVISION,
THE SERVICES PROVIDED BY THE WEALTH
MANAGEMENT SIDE OF THE BUSINESS
ARE UNLOCKED.**





CAREER DEVELOPMENT

Exploring potential options

Professional sport is more competitive than ever before and the OCM Sports Division have first-hand experience of how cut-throat the industry can be. The average career length of a professional athlete is reducing and taking rugby as an example, the number of days spent injured has increased 80% since 2002/2003. One in three players interviewed in a survey taken by MRM Solutions admitted they were not 'in control of their lives' two years after retiring and it's our aim to ensure this doesn't happen.

Access to resources

Whether its work experience, further qualifications, or general career advice, OCM has the necessary resources to deliver for its clients:

We understand that not all clients will know what industry they want to enter into as their second career and at OCM, we encourage you to explore different paths.

The Wealth Management arm of the business handles over £600 million worth of assets across its client base and as a result, has developed meaningful relationships with leaders across a variety of industries. What this means for Sports Division clients is that we are brilliantly placed to introduce you to people of influence in sectors from property development to insurance, finance, teaching, law, marketing and any field you may be interested in.





COMMERCIAL

Connections

The OCM Sports Division has brokered commercial contracts with world leading brands in excess of £1 million. Our connections in this space are unrivalled and it's our job to raise your profile in order to put you on the radar of brands investing in sport. For relevant clients, we will develop a commercial strategy and partner you with brands that align with your values.

Corporate Appearances

Professional athletes have an enormous amount of experience to pass onto those in the corporate world and can be a great way of maximizing your profile to earn extra income and develop your own relationships outside of sport. We can help source opportunities here and develop material suitable for appearances.

Media Work

OCM has placed clients in a variety of media roles and are in regular contact with producers in television, radio and podcasts. If you are unavailable to play due to injury or other, we will use our resources to place you in relevant media work should you wish to.





COMMERCIAL



Commercial

- ✓ Negotiate equipment and apparel contracts with manufacturers
- ✓ Manage existing accounts with suppliers and sponsors
- ✓ Source new sponsorship and corporate appearances

Social Media Management

- ✓ Raise the profile of your brand to reach a wider audience
- ✓ Attract new sponsors
- ✓ Manage your existing social media accounts/blogs

Logistics

- ✓ Manage your diary and help structure your playing schedule
- ✓ Organise travel, accommodation and tournament entries

Wealth Management

- ✓ Manage your finances including;
- ✓ Company accounts
- ✓ Tax returns
- ✓ Chartered Financial Advise
- ✓ Holistic Financial Overview
- ✓ Opportunities to create an investment portfolio

OPTION 1: £500 P M

OPTION 2: £350 P M EXCLUSIVE OF WM FEES

Our TEAM

All members of the sports division team have been handpicked as they understand the commitment necessary and the issues and complexities of living and working in a world that would be alien to many. We advise through our own understanding of what needs to be done to help people avoid mistakes that we have all made and that natural empathy, makes it easier to advise you.



RFU Registered Agent

Zandy Neasham

Zandy Neasham has a wealth of experience in the player management department and has worked with some of the world's best talent. As a RFU Qualified Agent, Zandy has sourced and negotiated contracts with leading clubs in Europe and has a proven track record of delivering for his clients.



Business Development

Alex Woolford

Alex Woolford first joined OCM in 2018 as part of the graduate scheme during a sabbatical from professional rugby. Alex's role has evolved to compliment his return to the professional game and works directly with Jason and Zandy as an associate within the sports division. He currently plays for Coventry after stints with Northampton Saints and London Welsh.



CEO | Chartered & Certified Financial Planner

Jason Stather-Lodge

Jason Stather-Lodge is the CEO and Founder of OCM Wealth Management and has been in the industry since 1996. He is recognised as one of the leading Wealth Managers in the UK by Spears and founded OCM in 2004. Under Jason's leadership, OCM has developed into one of the country's leading and most respected boutique wealth management organisations.

Contacting OCM

For further information please speak to your contact at OCM or contact us on:

Telephone

01604 621 467

E-Mail

info@ocmwealthmanagement.co.uk

Further information can be found on our website:

www.ocmwealthmanagement.co.uk/sports-division-overview

HEAD OFFICE

3 Bouverie Court

The Lakes

Northampton

NN4 7YD

Telephone: 01604 621 467

Fax: 01604 628 396

We have access to office suites in every major city in the UK.

OCM

WEALTH MANAGEMENT SPORT DIVISION



Regulation

OCM Wealth Management Limited is authorised and regulated by the Financial Conduct Authority. FCA Registration No: 418826. OCM Asset Management is a trading name of OCM Wealth Management. The Financial Conduct Authority does not regulate all areas of tax planning, estate planning or IHT planning.

Registered Office

OCM Wealth Management Limited
Registered Address: OCM Client Suite, 3 Bouverie Court,
The Lakes, Northampton NN4 7YD
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