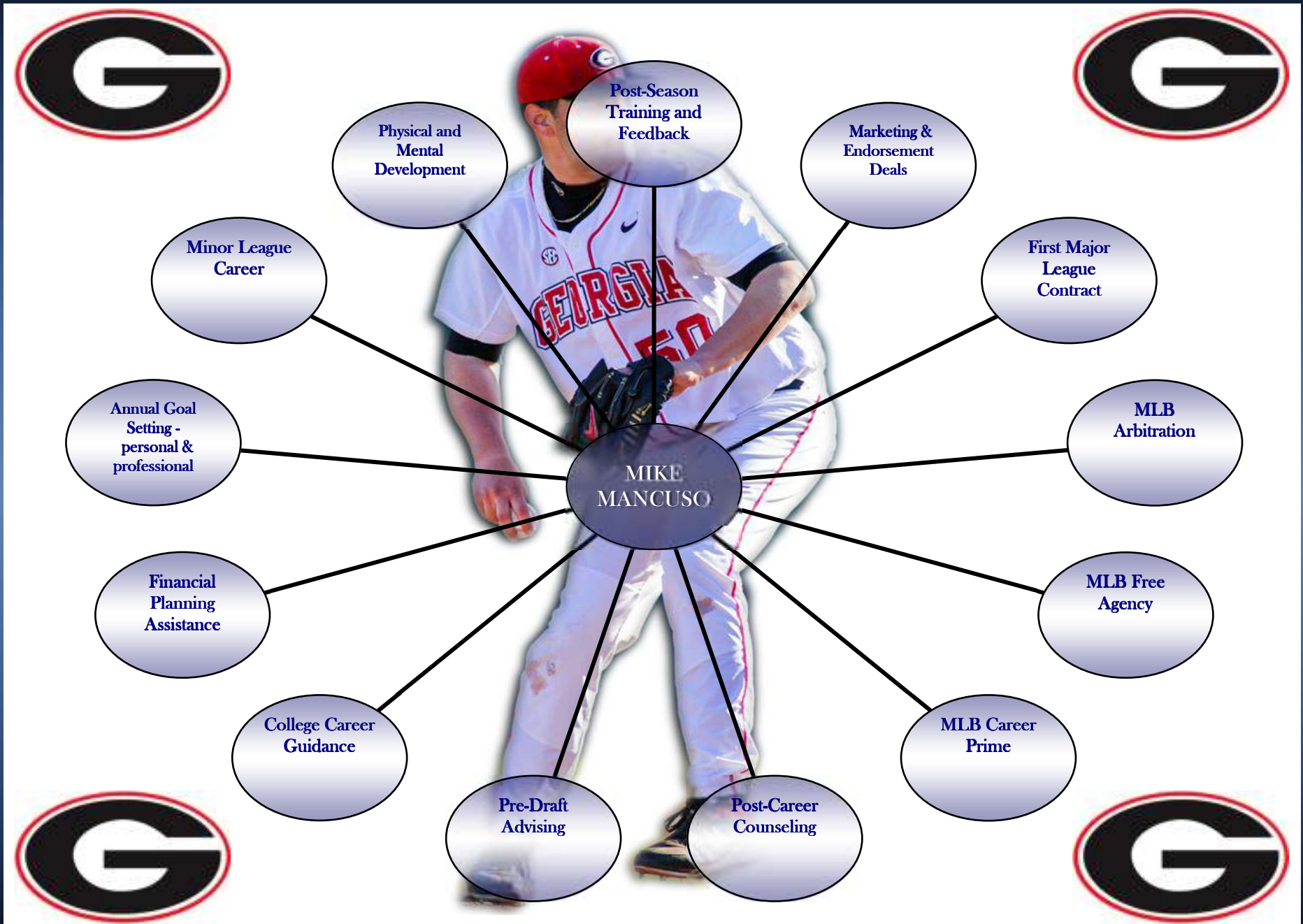
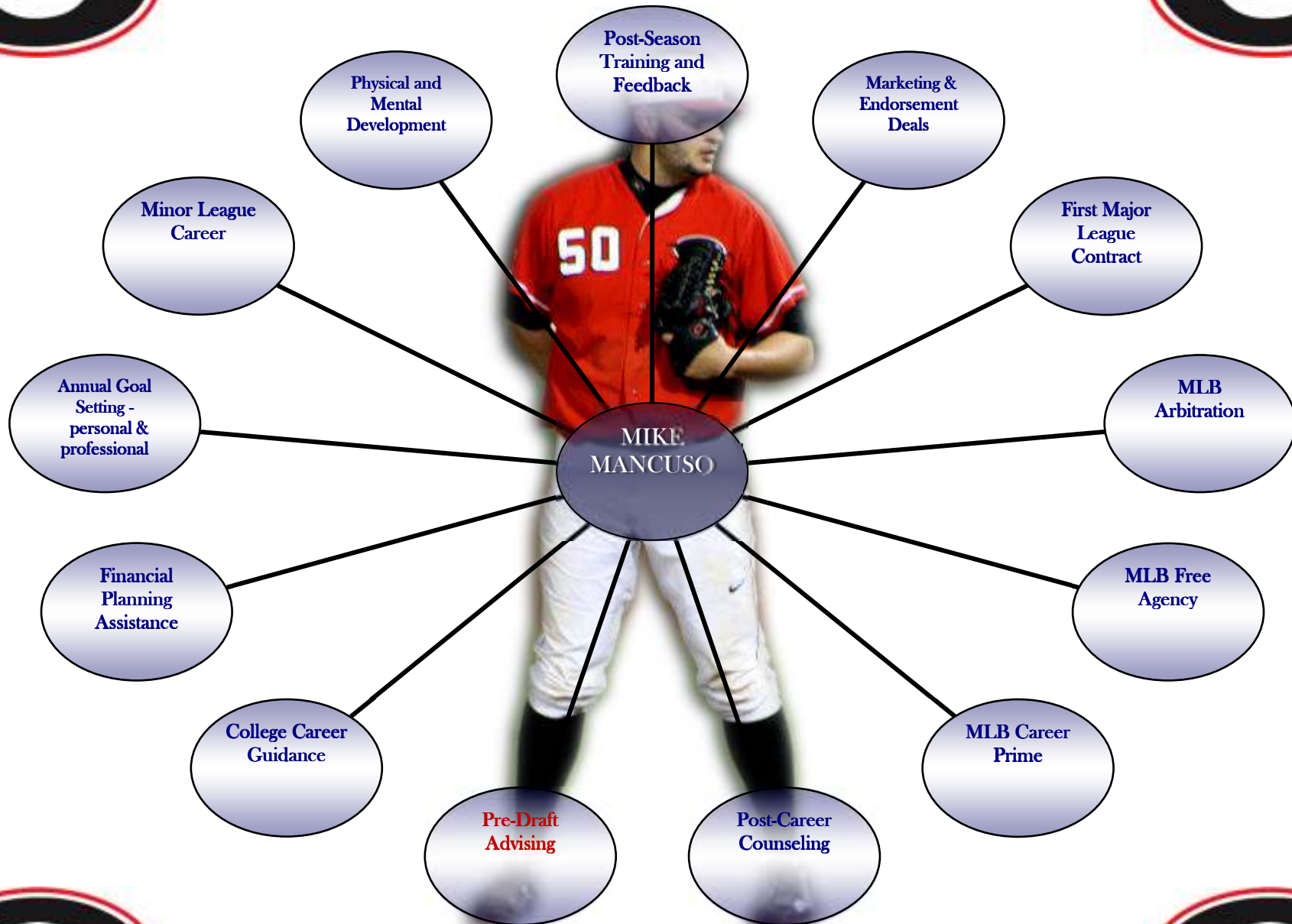


# MIKE MANCUSO'S FULL CIRCLE





# Pre-Draft Advising

- **Determination of Market Value**
  - Where do we see you against other top college players?
  - What are the scouts saying?
- **Develop Negotiation Strategy**
  - Summer follow vs. pre-draft deal?
  - Are you willing to hold out for the most money or do you want to get into a system quickly?
- **Pre Draft Analysis**
  - Contact your area scouts, cross checkers and scouting directors to develop a forecast based on their draft history and pick totals.
- **Consider Pre Draft Movement**
  - Can we arrange a pre draft agreement?
- **Access and Analyze Information**
  - Dissect past drafts and team tendencies to ensure you receive maximum compensation.





# College Career Guidance

**Full Circle** works hard to help motivate our drafted college and high school clients to finish their education. It is imperative to us to see that you maximize the value of your contract and to utilize the college scholarship plan that teams offer in your signing bonus. A college education can never hurt you.

## College Scholarship Plan (CSP)

### - Georgia Commitment

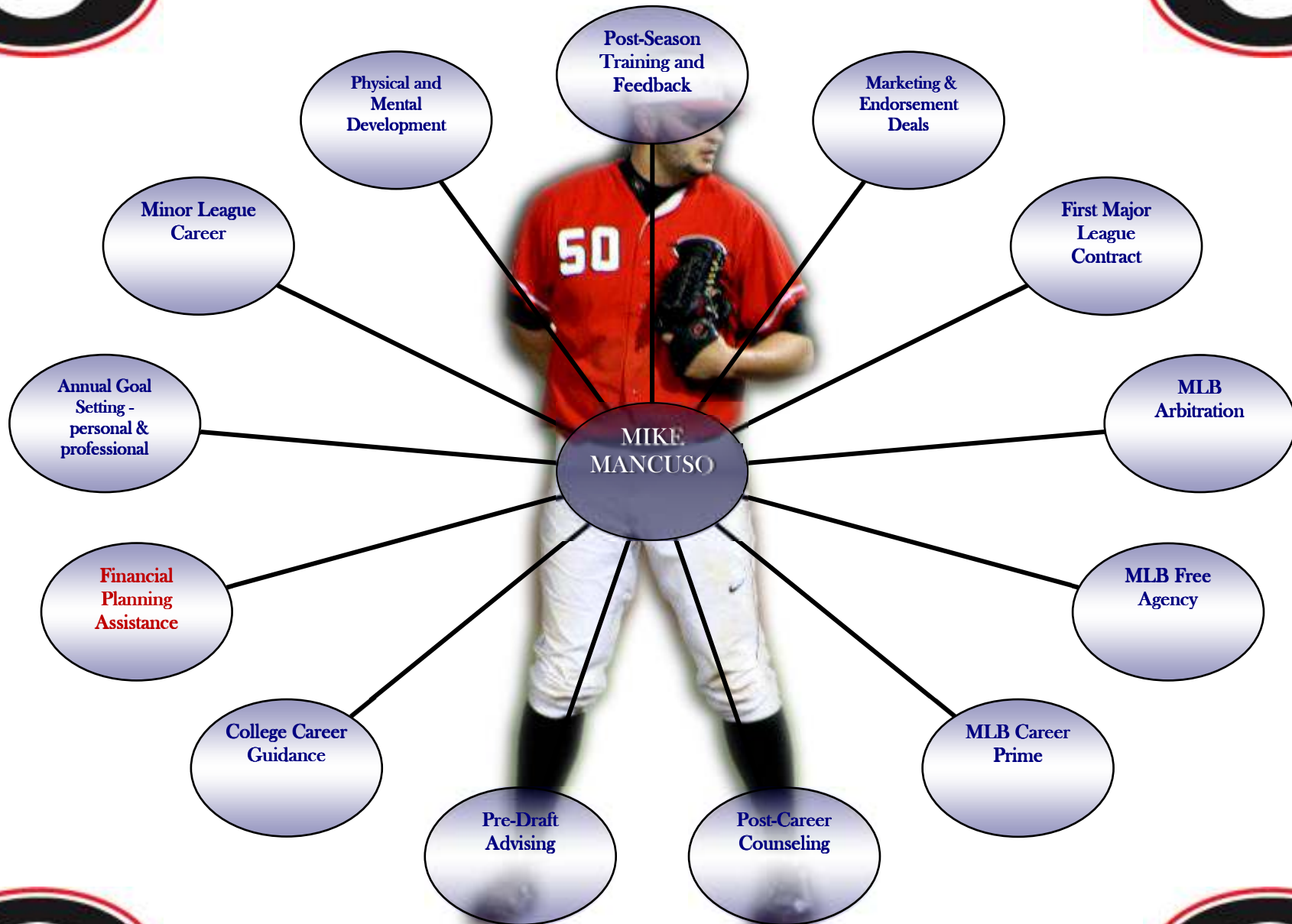
1. Teams will pay for the final year(s) of school you are foregoing.

### - Money per Semester

The money you will see in the CSP will consist of payment for the following:

1. Credit Hours
2. Your apartment or mortgage costs, plus HOA fees if applicable.
3. Your books and any other need you may have in the school store (i.e. calculator)

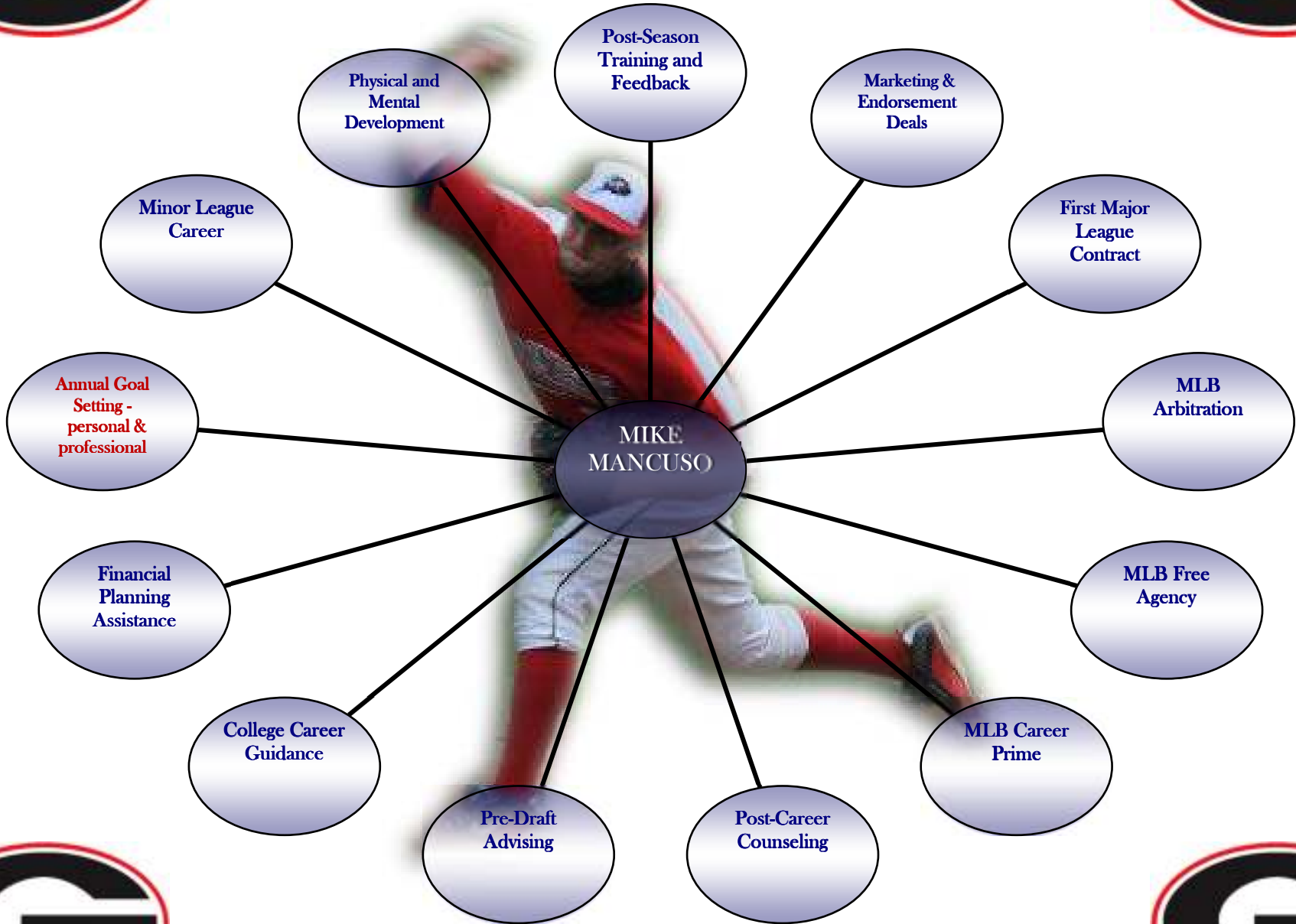




# Financial Planning and Assistance

**Full Circle** has established relationships with some of the best financial experts available who are familiar with the unique needs and issues faced by today's professional athlete. These experts benefit clients, depending on need and desire, by helping to set goals, providing education and advice, and comprising financial plans that range from daily budgets to long-term retirement plans. Whether it involves financial planning and administration, certified tax advice, business opportunity advising, investment management, property and disability insurance, bill payment, or estate planning, our client's financial independence and future will be secure and well managed with our team of experienced specialists.



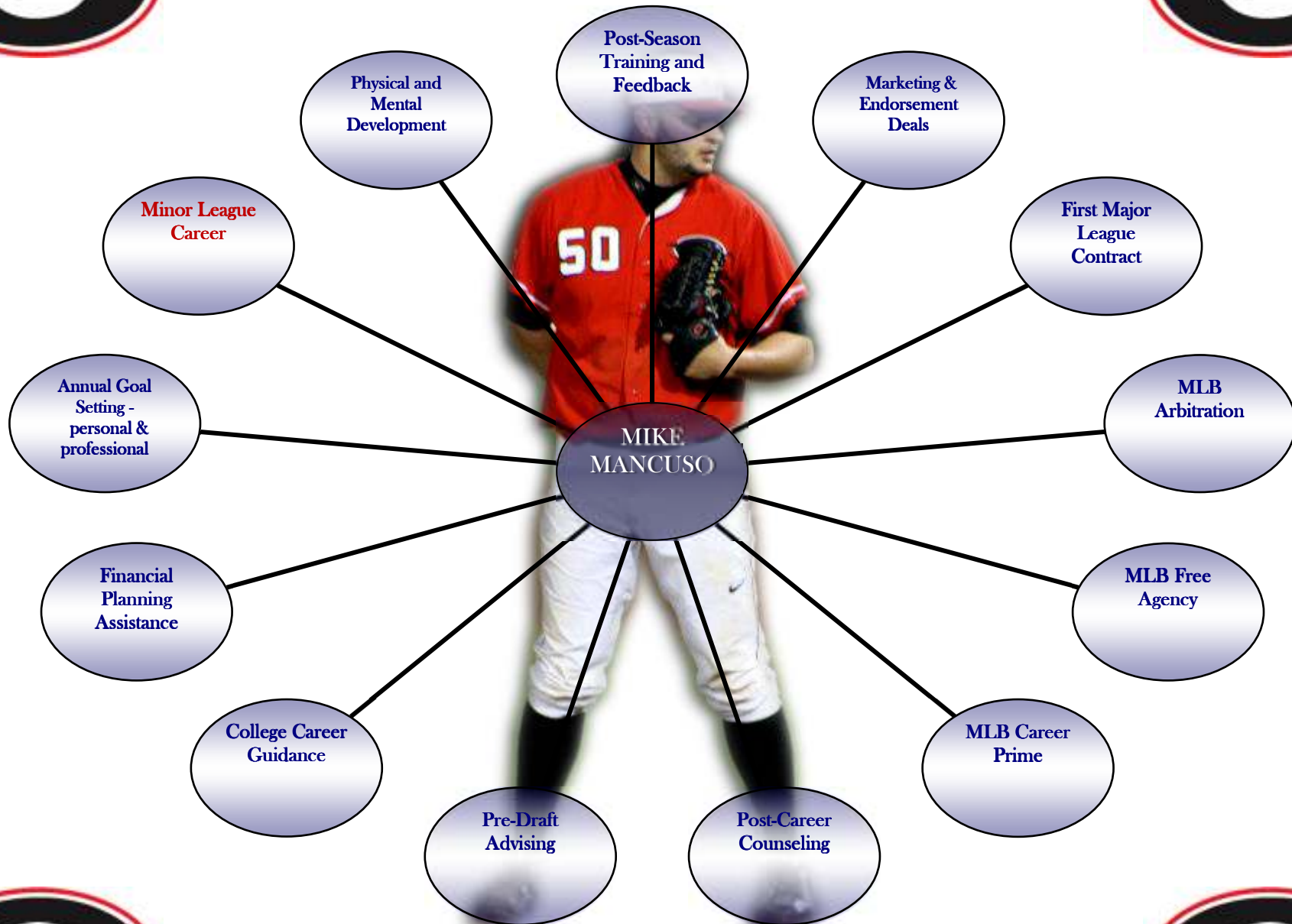




# Goals, Objectives and Strategies

Most ballplayers understand the importance of setting personal and professional goals. At FCSM, we encourage our clients to not only set goals, but to also focus on more intermediate objectives and strategies. Whereas one's goal is the ultimate prize, objectives are short-term goals that keep our players on track toward their ultimate goals. Similarly, Strategies are instrumental in meeting the objectives. At FCSM, we assist each client in identifying, pursuing and ultimately achieving his personal and professional goals and objectives through effective and proven strategies. By assisting our clients with this sense of direction, they are able to achieve their goals more efficiently, whether those goals are pursued on or off the diamond.





# Minor League Career

During your minor league career, **Full Circle** will provide the following services:

- **Serve as Liaison Between Player and Club**
- **Marketing and Appearances**
  - Baseball Card Contracts
  - Local Trade Shows
- **Pursue Equipment Contracts**
  - Gloves, Shoes, Batting Gloves, etc.
- **Provide Input on Player Development and Advancement**
  - Off Season Training
  - “Keys” to Advancement
- **Serve as Support Staff Throughout Road to Major Leagues**
- **Assist with Winter Ball Jobs Through Contacts in:**
  - Puerto Rico
  - Mexico
  - Dominican Republic
  - Venezuela

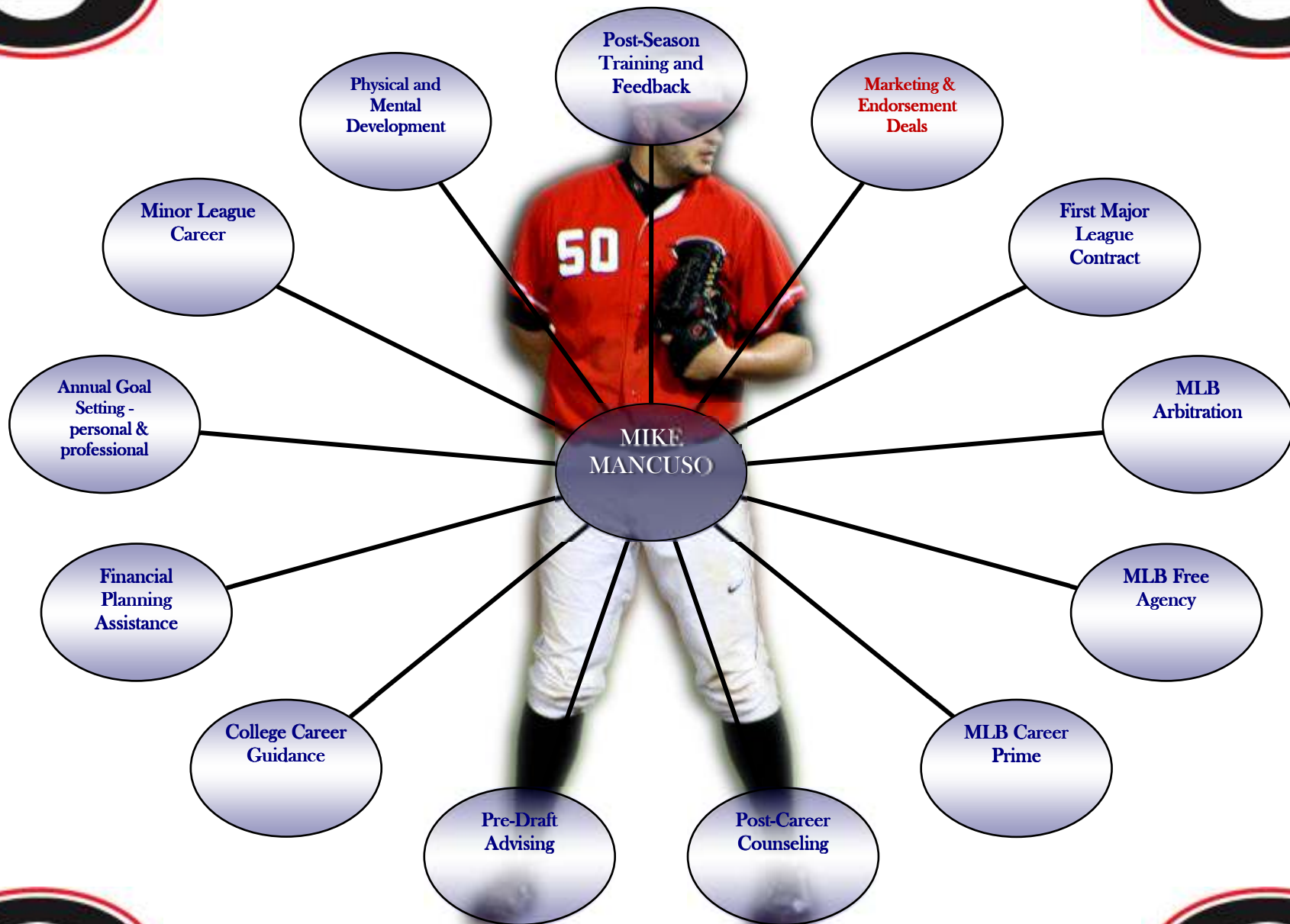




# Physical and Mental Development And Training

This is an area that is often overlooked, but is very important to the development as a player and, more importantly, as a person. **Full Circle** knows that not all players have the ability to hire former major league players to help them get to the next level. Each year before spring training starts we hold a “Baseball Client Weekend” in Southern California where we have a house on the beach. Players come to listen to guest coaches and speakers and most enjoyably, to relax on the beach. We feel it benefits the player in numerous areas and also contributes to our philosophy of creating a family like atmosphere among our clients and their family.





# Marketing & Endorsement Deals

As a professional athlete, you have the unique ability to increase your financial earnings significantly with a positive public image. By using Full Circle's effective marketing and image enhancement techniques, our clients secure great personal and financial rewards. Community involvement, charitable contributions of time and money, appearances on television and radio, etc. are just a few of the many ways our clients build their image. Once that image is built, the financial rewards are endless. A positive image enhances our bargaining position with your team, increases our ability to secure regional and national endorsements, and leads to fan-based financially lucrative public appearances. While building your image is important, focusing on your career is paramount! **At Full Circle, we let you, the athlete, focus on baseball while we handle the details.**





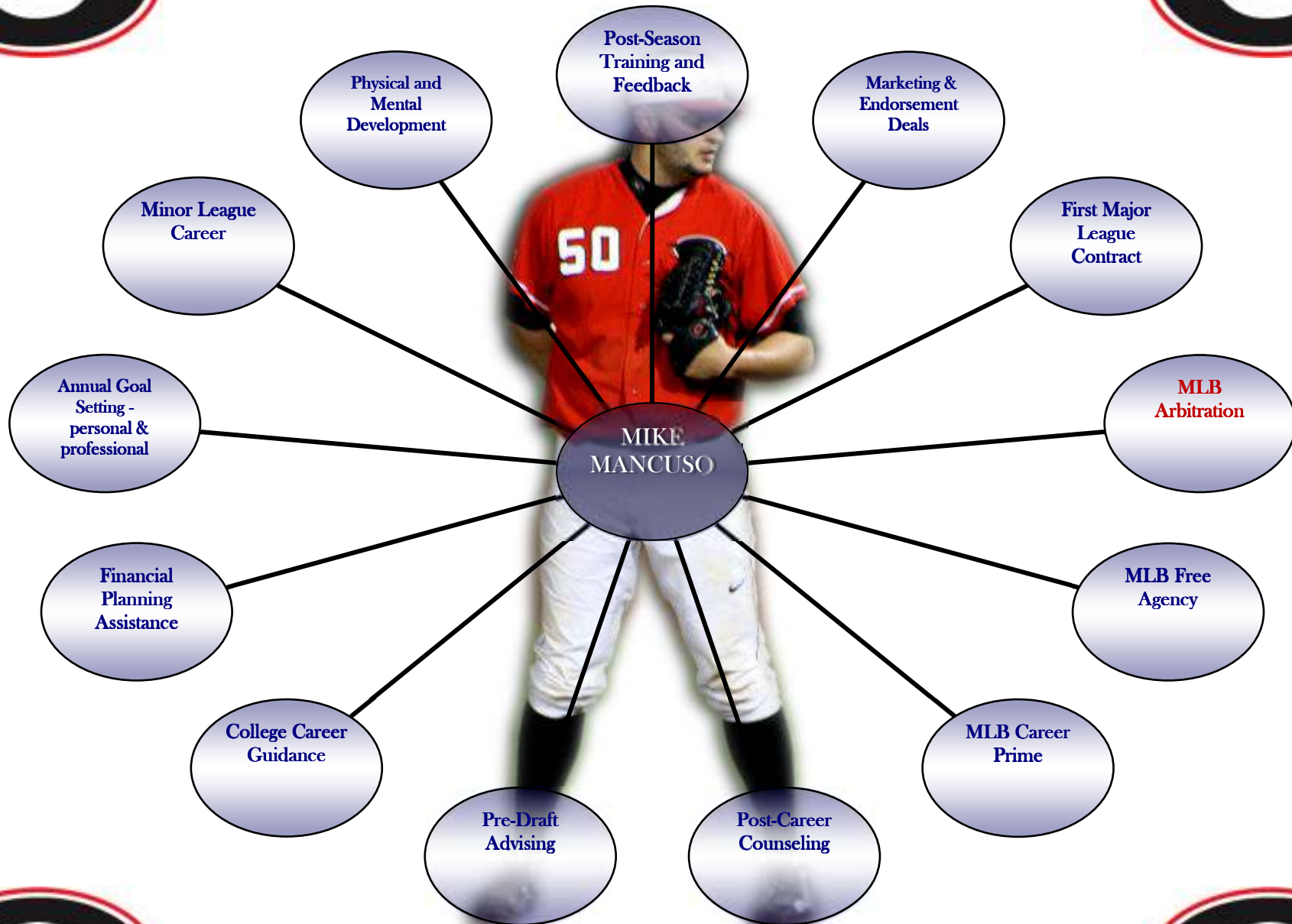


# First Major League Contract

Your first Major League Contract is very exciting to think about. Once you are drafted this year, a team must make a decision to place you on the 40 man roster by November of 2014 or risk losing you in the Rule 5 Draft. We will educate you about those terms throughout your time in the minor leagues.

Besides making more money and being on a Major League Roster, signing that first MLB contract also gives you major league health benefits. This will create peace of mind for you and your family. The differences in MiLB health insurance and MLB health insurance are night and day.



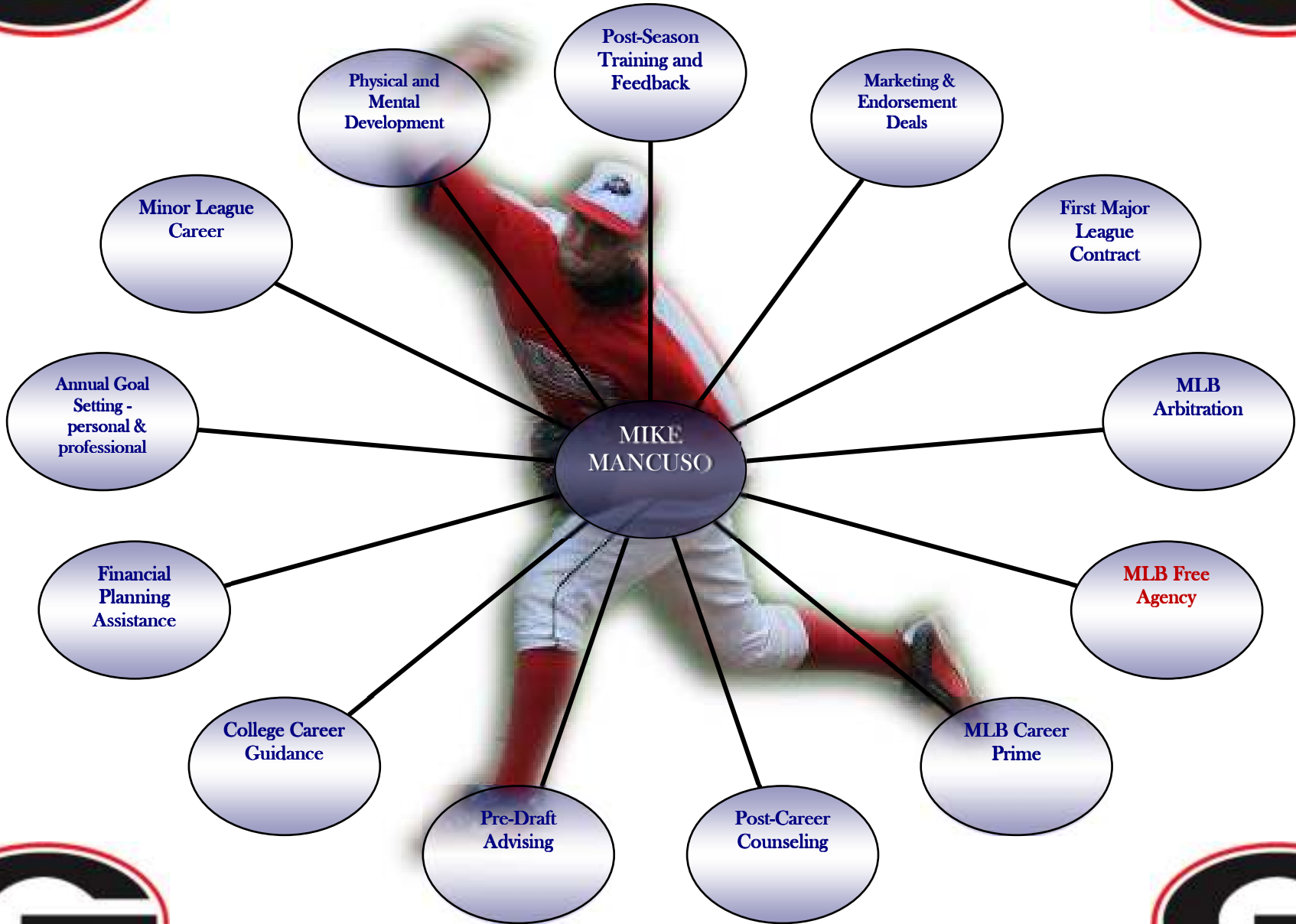


# MLB Arbitration

**Full Circle** has extensive experience in arbitration contract negotiations. Full Circle employs two lawyers on its staff that have been involved in numerous arbitration cases. This is the first time besides your signing bonus that you will see significant money from your team. We have a history of working with the teams to settle on player friendly contracts before an arbitration hearing is needed. However, we are not afraid to bring the case in front of the arbitration panel if we feel the team is not offering a fair contract.

In the past we have negotiated one year arbitration contracts and also above market long term multi year contracts for players. Throughout the process we keep the player and their family informed of all contact with the team as well as the preparation of the negotiation itself. This is a very important moment in your career and beginning in the minor leagues we will educate you through the process.

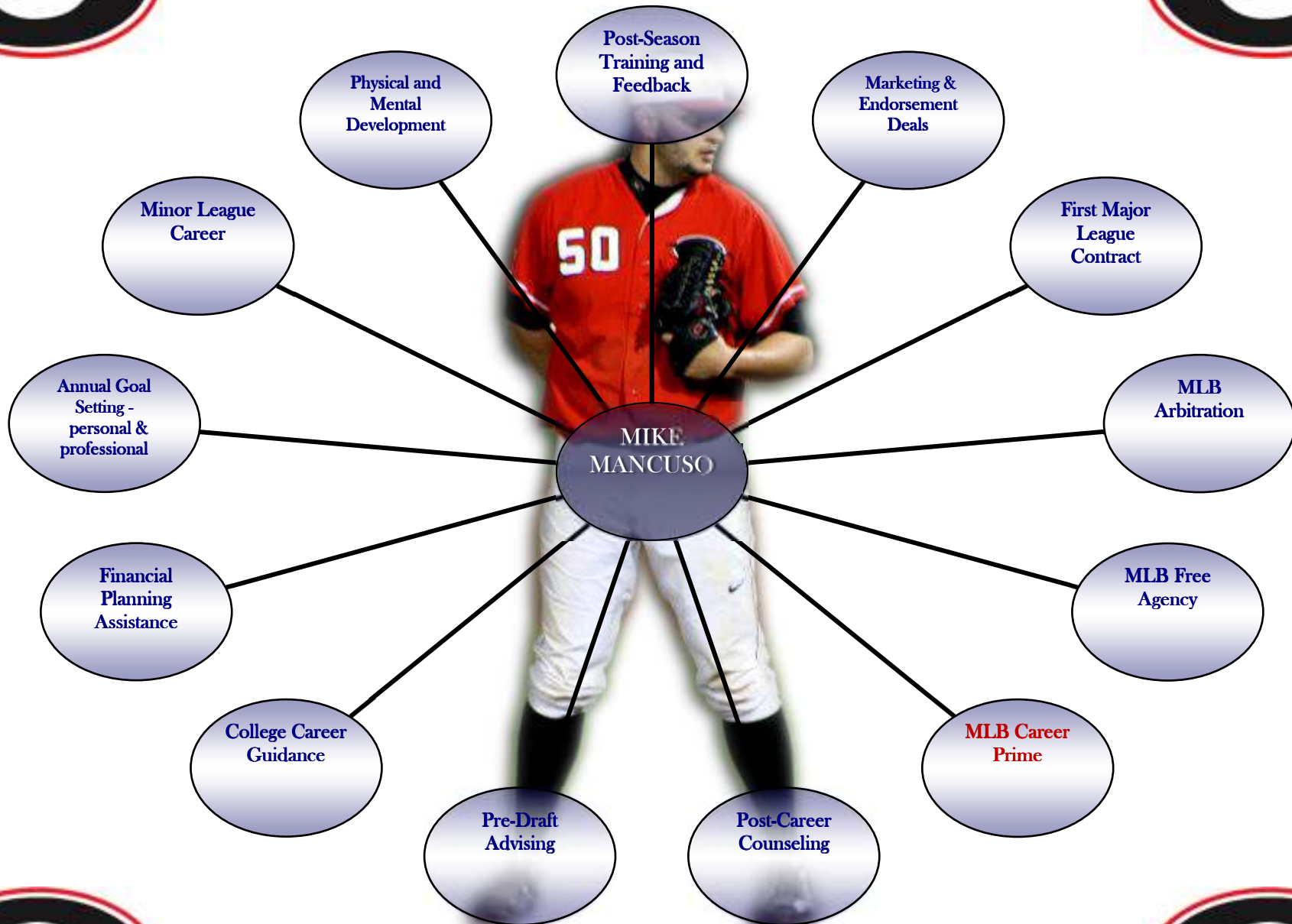




# MLB Free Agency

Reaching Free Agency is a major step in the career of every Major League Baseball Player. This is generally the first time that you have a choice in where you want to play and are paid at the true market value for your services. The Full Circle team has guided numerous players through the Free-Agency, ultimately securing them with multi-year, multi-million dollar contracts with the right organizations for them and their families. Our relationships and reputation with front office personnel around the league aid us in creating an open dialogue and negotiating with numerous clubs while ultimately coming to terms on a contract that satisfies the needs of both the player and organization.





# MLB Career Prime

The Prime of your MLB Career will coincide with some of the most lucrative and enjoyable of your playing days. The status that you will have attained by becoming a stand out Free Agent sign will lead to opportunities for appearances and endorsements inside and outside of baseball. You will also likely be involved in multiple Real Estate transactions in various cities in order to accommodate the needs of you and your family. Full Circle will be with you to assist in all of the events that coincide with this stage in your career and ensure that your interests are protected and that your value is maximized in each transaction. We will also conduct an ongoing analysis of your current standing amongst comparable players in the league in order to capitalize upon each Free Agent year until you decide that you have fulfilled your time in the game and choose to retire.







## Post-Career Counseling

The relationship that is established when you become a client of **Full Circle Sports Management** does not end simply because your playing days do. Even if you play into your 40's, there is a long fulfilling life awaiting you and your family once your career on the field comes to an end. Should you choose to stay in or around the game in a broadcasting, managerial or front office capacity, Full Circle can help.

Throughout your career we will also have you working with some of the top financial investment and managerial companies in the industry to ensure a comfortable lifestyle for you and your family without simply relying upon your MLB Pension for income. **Our company name and motto are founded on the principle that we will be with you from the beginning to the end of your career and beyond.**



# THE “FULL CIRCLE” APPROACH

## Post-Draft

- Expectations
- Financial Planning
- Equipment Issues
- Off-Season Planning
- MLB Goal Setting

## Early Minor Leagues

- Growth/Education
- Off-Season Seminars
- Annual Goal Setting
- Club Expectations
- Player Expectations

## Advanced Minor Leagues

- Player Development
- Annual Goal Setting
  - Rule 5 Education
  - Club Expectations
- FCSM Expectations

## Major Leagues

- Financial Planning
- MLB Club Analysis
- Free Agency Prep.
- Arbitration Prep.
  - Endorsements
  - Media Training

## Pre-Draft

- Scouting Feedback
- Organizational Interest
- Signability Education
  - Draft Positioning
  - Negotiation Prep
  - Sign with Club

