



Insurance Required for NFL Team Key Player Acquisition

An NFL team was involved over a weekend in a potential trade for an all-pro player. Before the trade could be consummated, the team had to reach an agreement with the player on a new contract. Due to the magnitude of the deal, the team needed to include an insurance policy in the terms and conditions of the contract to protect their interests.

The team's representative contacted JSA at approximately 9:00 p.m. on Saturday night and explained the situation and the parameters of the insurance coverage that they needed before the contract and trade could be finalized. JSA immediately contacted a principal of one of their markets and together they constructed a multi-year policy to satisfy the team's coverage and financial objectives. A formal presentation was emailed to the NFL team at 1:00 a.m. Sunday and the contract and trade were finalized later that morning.