Travis Chick ([00:00](https://www.rev.com/transcript-editor/Edit?token=vvUianOFVpIhNHfFYtgGHgZ3lGamh8W-oPvzteuMD2W1JyiZicxQFm1rohD0qeyiVrUEeQr7iobzQOsblYUB3Vuf9ko&loadFrom=DocumentDeeplink&ts=0)):

Hey everybody, welcome back to the MLB draft podcast. I'm your host, former major league pitcher and certified private wealth advisor, Travis Chick. And I'm joined today by an attorney and former agent and my now partner, Will McGuffey. So today we're going to have a very fun conversation where he and I are actually going to talk about the conversation between what's my number. And we're going to use this from the guys of what's a financial advisor recommending versus what an agent is going to be recommending and how we can confidently answer the question that every one of you probably have. And that would be, how much is a team willing to pay me to sign my professional contract. So the cool part about this topic for me is that there's really two parts of this conversation. One of the things that we're going to focus on is every one of you have, what's called, a human capital value, the ability for you to go out and earn income, or what's your worth.

Travis Chick ([00:59](https://www.rev.com/transcript-editor/Edit?token=t7Ww7sL7QaW4dI4mfwPvpjjjT47nY8ko36a61St3j563ZxMN62-4gMNnhKYZqUpn_K4oOcR9Pwu2nteFWmozrrlHxMU&loadFrom=DocumentDeeplink&ts=59.58)):

The other part of that conversation is what is your market value that scouts and organizations are going to place on you? So, Will and I are going to go back and forth on that to help you get the idea, how to make that determination of what your value is. So let's jump right in. For me, the really exciting part of this discussion is really starting with what the player probably has less control of and outside of going out and what he's capable of proving on the field, which is actually what creates that market value. So where I'd really like to start the conversation is to leverage your expertise as a past agent and talk through the framework that you would have with your clients as the draft approaches on how you kind of determine what that market value is and what they can ultimately expect that to be.

Will McGuffey ([01:46](https://www.rev.com/transcript-editor/Edit?token=W04_ZjyuBq4n_ZArETI74f7XGlmyJT92_pCFJIYwDGp1buMg6ZqlakYS_5bzZNtBhP-gSmkGY63kZuh-iAUW1o-E9go&loadFrom=DocumentDeeplink&ts=106.7)):

Yeah. I think the biggest thing for families and players to realize is that there's two different values. There's a market value and a personal value. Sometimes they line up and sometimes they're completely different. The personal value, which you'll get into the human capital side, which is easier to define from an individual standpoint, it's something that you can do without understanding how the season went. But as far as determining a market value, there's a lot of factors that go into what your market value is. Things like my performance, my schedule, my competition, the weather, the other players in that draft class. And you might be saying, well, how does, everybody looks at my performance, how exactly does my performance come into play other than I have to play really good? Well, really good players can actually have a really bad four or five month stretch.

Will McGuffey ([02:36](https://www.rev.com/transcript-editor/Edit?token=y4pdpDTLEdpQKQdb9Nu_-6jeq4isK1_nbQqplHfCWk09md2Td3IIvmu-GAqgTaODvZmXD1yMeZnFQGV3UJY4cEL-kOY&loadFrom=DocumentDeeplink&ts=156.75)):

So you can be a really good player who's at the top of your class. And let's just say, you have draftitis is what they call it. And that junior year in college, you don't play well. And you end up going in the 12th round instead of the third round, that happens all the time. And actually a former client of mine that I used to represent. We had this conversation last week, just talking about a couple players from his draft class and players that we knew that that exact thing happened to him. And we got into the discussion of, hey, look, you really need to know how good of a player you are and understand that the draft is a snapshot of a four month period. It doesn't define who you are. It just defines where you go in that marketplace.

Will McGuffey ([03:20](https://www.rev.com/transcript-editor/Edit?token=n7Pm3q_ERlZPcEksKExvkoEj5nByoRREuAhNhCPPikbfQS2PKiCEAEy9njSndjE4TY4A8mQqnRNCDlrFG2Jlw8y16Ao&loadFrom=DocumentDeeplink&ts=200.64)):

One of the other things is how does your schedule line up? People don't always think about that. But look, when my schedule, if I'm a Friday night starter in high school, then I'm lining up against every Friday night college pitcher in the country. How many eyes am I going to actually have come see me? How many opportunities am I going to have? Am I going to be prioritized in the right way versus somebody who might be thrown on a Tuesday or a Monday? Monday's where my absolute favorite, if I could find a match up. And actually one year in 2013, we had a Monday match up on the high school side where it ended up being a first rounder and then against a future major leaguer who went to college and was a top 50 type player.

Will McGuffey ([04:03](https://www.rev.com/transcript-editor/Edit?token=ME7Ru6M_yUinmXafBk74n_UgGU95leaxWpeIzWsP6Qc__QrJawrrTuC4Q35k_iYND_RDnkUPXyAiLurVqM3AVjPHxKM&loadFrom=DocumentDeeplink&ts=243.41)):

And I think the number, it was like 22 to 24 scouting directors showed up at one high school game, which I've never seen before. So, things like that come into play. And those are things that you can control your performance to a certain degree, but you can't control your schedule. And then competition wise, I'm sure you can speak to that, is you're sitting there and you grew up in east Texas. Sometimes you play the good team. Sometimes you play the bad team. What was that like for you growing up in east Texas and playing maybe a smaller school?

Travis Chick ([04:33](https://www.rev.com/transcript-editor/Edit?token=3Tg7ofUqQ5-T6OiEdobkNA4DuW-Zx_K3CoPssh42Kn59i-BDzneEc22CSpBHF0BCX86zsGVw706icfndqvL1Cn4Qk3s&loadFrom=DocumentDeeplink&ts=273.73)):

Yeah, no, it's funny. Probably the way that I've actually gotten noticed was I just happened to line up against a kid that ended up pitching the major leagues named Zack Segovia that just happened to schedule a, probably a mid-week game against us. We happened to lock horns against him. I happened to pitch that night and that was the way that scouts first noticed me. So, it really does speak to what you're talking about. Just, the variable of timing. How important is timing. And so that to me, well, as you were kind of going through that. One of the things that I was thinking about was as an agent, one of your things, one of your responsibilities is to really go out and help him leverage every opportunity that he has to go out and basically get himself noticed. Is that something that you would actually try to help facilitate and making sure that ... At the end of the day, the high school coach or the college coach, they're going to start them where they want, but, is that something that you are bringing to the table like, hey, how can we maximize his exposure?

Will McGuffey ([05:39](https://www.rev.com/transcript-editor/Edit?token=y-2QO2IkPqNfkkYf_-XjH2_q25CPiuLICalsgOsR0yGugSE5xo1tOQJvKf5IcUvekcINyf4_g9t_OO0hajh9fnVDzoA&loadFrom=DocumentDeeplink&ts=339.58)):

Absolutely. And you're right, on the college side, you're going to be a little less flexibility. You're just going to fit into the rotation. A lot of times, what's best for your team. With that being said, there are some coaches, college coaches are very cognizant of how those things play. And look, if it's a Friday night starter, he's going to match up and it's going to be what it is. But some of those other guys that have limited roles, they might match them up on a Tuesday, knowing it's a good opportunity for them to have eyes on them. On the high school side. Absolutely. That was one of the biggest things that you could do at the beginning of the year and more so for pitchers than for position players, position players, you're going to go out there every single day.

Will McGuffey ([06:23](https://www.rev.com/transcript-editor/Edit?token=vouVNd3HLetnGjnSgT2VmfvamNKceqAfmeDL8qsVhq5nX12THRzLS1BIsffEMyKqcAjpS0-5XxoltWhzyYLCGZE8luY&loadFrom=DocumentDeeplink&ts=383.73)):

The schedule is what it is, but you would try to manufacture a pitching schedule for the year that would allow teams to have more people present. Like we said, the Monday night thing was a huge thing. I always loved trying to find guys that we could get a scheduled Monday night game, just because nobody plays on Monday night in college baseball. So, you know that it's maybe limited high school across the country. The other thing, and we did this a couple of years ago, my last year as an agent had a high school player that was playing in a tournament and it was at the same city as a huge SCC matchup was going on.

Will McGuffey ([07:07](https://www.rev.com/transcript-editor/Edit?token=i2r5PoOt1iNbGMxH27SbN7lku94oSpkS-EmTx8xurO4kqtMIn9gftNCmcGG1XeOClmBuyjuXLmxz_Jz5T8Htj1tGWuI&loadFrom=DocumentDeeplink&ts=427.44)):

And so what we did is we were like, all right, we know that this first rounder is matching up against another first rounder. Let's see if we can bump our high school guy up to the same night and then actually called the other coach and said, "Hey, can we change the game time? Can we switch this around so that we're going to go at four o'clock knowing that they're going to be over at that college stadium at seven o'clock and we can get all these eyes on us." And it's something that you actively do when you're an agent advisor. You're trying to help define the market value and help your player have more opportunities than they otherwise would have.

Travis Chick ([07:45](https://www.rev.com/transcript-editor/Edit?token=-Y-VZdNwUBiQBHBApftvq2JqbRRqEQ_mkQYJWHFFPvEZoG43J_ESIdWdhI1lXU2ogXPsOxAiK0Rx9ASiVqxdX_GaFwU&loadFrom=DocumentDeeplink&ts=465.5)):

So let's start to kind of unpack what market value is. I mean, we all know, especially this year that COVID is going to say, hey, you can get a $100,000 this year. And then the remaining part of your bonus is going to be spread out over two years. We can look back at historical records and say, hey, the first pick in the country is worth this. And we know that they're slotted values. We know that the teams have their bonus pools. And so there's an element of restriction around what each kind of pick is worth. And so at the end of the day, from an outside perspective looking in, the player is kind of pigeonholed into two parts. Number one is, okay, where's he going to fall on the draft board?

Travis Chick ([08:34](https://www.rev.com/transcript-editor/Edit?token=mfdv5iTrEOu8RmdN-PanjglPDhqLE6WipjzQvxDFrWU-QOlZVRGFKdS6ltgIO-kCZS7ma0re64WFS98mvAeH4Xll69E&loadFrom=DocumentDeeplink&ts=514.5)):

And that's one of those things that nobody has clarity on it. Perfect Game doesn't, Baseball America doesn't. D1 Baseball doesn't. Nobody understands where the teams are going to pick until draft day comes, because there's so many variables that kind of go into that. We all get that. We're all very accustomed to that. But then at the end of the day, as an agent, your job is to once the player is picked and selected and drafted is to negotiate a deal that the player will take and maximize that number. So kind of walk me through your experience with, number one, how did you determine, we all know the terms signability, but how did you kind of come up with that number that says, hey, I'm willing to forego, especially for a high school kid, I'm willing to forego the opportunity to pitch in the SCC or play major college baseball, or attend a major college university and get a very prestigious degree to start my professional career. Now, how did you get to that number?

Will McGuffey ([09:35](https://www.rev.com/transcript-editor/Edit?token=H5fvP0f2yD8itNY7cxmGjI8pKVGAiNlLnJPTV2DZyeGHHo--aQKQHnz75jHMrW018jIGlYmmAVikUqnrh0-rTxaIglo&loadFrom=DocumentDeeplink&ts=575.91)):

It was an exercise where I went in and I explained exactly that. There are two different values, your personal value and your market value. And first made sure that they understood that there could be a difference there. And that our goal was to one, achieve or exceed your personal value first. If that was something that we could do, then we knew the market value would fall into place. And once we said, okay, we have a market value. Then the same thing applies, we want to achieve or exceed the market value. And the hard part about it was trying to get families understand that you do separate those two out. They're two distinct numbers. Sometimes they line up and sometimes they're very far apart, but you can define your personal value, your personal number, well in advance of the draft. It's always subject to change based on variables or things happen in your life, whatever it might be, but trying to let them understand, look, you can choose your personal value.

Will McGuffey ([10:34](https://www.rev.com/transcript-editor/Edit?token=L3uwWk-p2utnJXctWPwhA5dqq0_E89beTkLHPrY9Jfh4htUGccCkHxCm3yqk__NPYiEpqXNN0a0Cb2DH4QydGjhljeQ&loadFrom=DocumentDeeplink&ts=634.75)):

So, well in advance of the draft, I would go and sit down with the family. And I usually at that time, I would wait a little bit and I'd have an idea about a general range where I thought the market might lay, but there was still a lot of play within that frame, because the market's defining itself. And we would sit down and just discuss, say, hey, what does this mean to you? What does this number, what does $1 million actually mean after taxes?

Will McGuffey ([11:03](https://www.rev.com/transcript-editor/Edit?token=8Qjw8H04Zw93RX5WB6tDEI1VJLID2GUm3SslMSyhsBbAhv7YEiiE7sPAbS1_XFywJeXy4XXv3wNIAwVB_e6HzJF2EEI&loadFrom=DocumentDeeplink&ts=663.14)):

It's going to be about $600,000. While you're in the minor leagues for this long, you pay me this amount, you go buy that truck. You're sitting there looking at $300,000. You're trying to basically help them understand the journey ahead of them. And I wouldn't even so far as, and there's a couple of guys, they'll probably laugh about it. I'd take a cheque book in there. And I would write cheques that obviously they couldn't cash because one, it's against NCAA rules, but two, I didn't have a million dollars just laying around, but I got them used to the idea of like-

Travis Chick ([11:38](https://www.rev.com/transcript-editor/Edit?token=Vak5skpFsP1KOBcJEMHMT6tcxtMHAAHX5KrW-O1QbDZrG15CkIyjlNjk2wEsvthNT69XO65EGaEIywuSs4Itvsaje-c&loadFrom=DocumentDeeplink&ts=698.22)):

You were really hoping that they didn't try to go cash them.

Will McGuffey ([11:40](https://www.rev.com/transcript-editor/Edit?token=Vrn-IuqVaHrJcBLz7CSEsKCuJU9UFW0UbIFSCAZ9qa8QzxHp42M56mIVDi20dtCKHkJsTWds1Go-oLNBWa-oQ2cKzjo&loadFrom=DocumentDeeplink&ts=700.79)):

No, I made sure that I got those on the way out the door, but we would sit there and we would say, "Hey man, I am the Chicago Cubs here is $600,000." I'd write the cheque, put their name it, and I'd give it to them and say, "What do you think about that?" And I would say, go through the exercise. And then the best part was when the guys would actually tear up the cheque and be like, no, no, no. And you're prepping them to say no with a real live cheque in front of them. Granted, we all knew that there was no value in the cheque, but that's how we would go through the process. We would start discussing that.

Will McGuffey ([12:16](https://www.rev.com/transcript-editor/Edit?token=oQYYxyayYxo_5N6np6ssddaigceknmc7BLkix_Xm9P7AdtjF-PAG4GCXlDMPxnlcPpJ7olzgzuQ7O2XGAAZUlgA3rkY&loadFrom=DocumentDeeplink&ts=736.35)):

As far as like, and then I would prompt and say, "Hey, look, your market value is going to define itself in the amount of information we're going to get exponentially increases the closer we get to the draft and I'll know a whole lot more the week of the draft. Three days out from the draft, I'll probably know twice as much as I did three days prior and keep going down and sometimes you're not going to know where you're going to get drafted or what that actual market value is until the draft happens."

Will McGuffey ([12:43](https://www.rev.com/transcript-editor/Edit?token=B9ZcUpQt-YgLY6G-L7EoMqDieImCH_Y1XSt_do-_hSTSLe2WHXJZ_HEBHNW5xnxhX0N_nPVL8on-fFLA9X-yI0WbzkM&loadFrom=DocumentDeeplink&ts=763.25)):

So, that market is constantly defining itself. And one of the reasons why it does that is, you're subject to the other players in the draft, you're subject to 30 teams and how they're valuing players. And while I might have a good sense of what your value traditionally is, I can't sit there and speak for 70 other players and say, "Hey man, this is what that guy's going to sign for." So sometimes a lot of guys will price themselves out of the market and it helps you go up the draft board and your market value moves up in those last couple of minutes. Sometimes guys panic and come back into play sign for less than what they should. And it drives you down, because you're sitting on your number. So, that's kind of the basic framework in a quick nutshell about how we would walk through some of those things.

Travis Chick ([13:30](https://www.rev.com/transcript-editor/Edit?token=s8djTsHc6ELB78_p-4Ni5gmifbGmhHF277MUZojkWtXeeQL1fgVjhcg8ySAOi4bb_Y3PYSyY4GokLPnNpwf-4jzqBeo&loadFrom=DocumentDeeplink&ts=810.21)):

Yeah, no. So I'm going to pick on you a little bit as a former agent, because one of the things that we as financial experts that deal with this year in and year out, ultimately what we're trying to do here is turn a very emotional decision into a very practical business decision. And so as you, as the agent going in and have these practice, these skill set, trying to build this skill set to be able to turn down an emotional decision, that's incredible to me. But as a financial professional, I kind of look at it like, well, as much as I appreciate that you're doing that, are you actually qualified to provide that type of financial advice, even though that's not really what you were doing, you were practicing there, but what we know is unfortunately the world of financial advice as a whole is really not prepared to equip major-league draft picks with the type of advice that they need.

Travis Chick ([14:27](https://www.rev.com/transcript-editor/Edit?token=P8iLRgx58LJgQVLkN9OY9QiVlHEXClRybKyaX608osrisbHlrv5omXjv9vgWs-nRIQWKwbUu8ILyANbZn9EysayKKaw&loadFrom=DocumentDeeplink&ts=867.02)):

One thing we know for sure is that there's a lot of advice available to them and most of the people know about it because of the massive amount of money that the Morgan, Stanleys, Merrill Lynch's of the world do to advertise to try to get that business. But what you should really be considering is what kind of advice is ideal for you as a major league draft pick. Because the problem is, and you hit on this a minute ago, is talking about tax. If you search at the bottom of their websites, one of the disclosures that basically all of them say is we're not permitted to provide tax or legal advice, please consult your tax or legal advisor before making any financial decisions. If I back this up, this is a financial business decision that ultimately you're going to make, whether you sign.

Travis Chick ([15:14](https://www.rev.com/transcript-editor/Edit?token=w7MQLtP2uijFmiSJoLPpfkGqOFgKsQv0L2DYmvUXb6SGYSSJAvVnW6AFUA34qyjBmqKzk2G9SiovtKyDoYvdv_uVDdw&loadFrom=DocumentDeeplink&ts=914.72)):

And so what I would ask you is are you really prepared to take advice from somebody that's really not even prepared to provide you that advice? So, this is where we come in and work with every single one of our clients prior to the draft to help them navigate the controllable part of the draft. Because like you hit on earlier, we know that you can't do anything outside of go out on the field and do your very best to help lift and elevate your market value. But what we also know is kind of like I hit on earlier, you have value already set inside you. That degree from Vanderbilt or you down in Baton Rouge, LSU. We know that we can value these degrees. We know that we can value the type of jobs that you would get coming out of these degrees. And so I thought I'd just walked through a very high level framework of how we start the conversation to really build the bridge between what is my number? How do I come to that number? And so, as an example-

Will McGuffey ([16:19](https://www.rev.com/transcript-editor/Edit?token=RR3uglhuI-EcUqs00UZjm2O5vlLZX3F6RU5ieEHuygC8arR14Njslb1e8Lnq2GyDP2sJcScjE7HUQtCBHnEWGsipAfM&loadFrom=DocumentDeeplink&ts=979.03)):

Trav, real quick, before you get started on that, and this is something that I'll admit that I wasn't prepared to ... I didn't have somebody like AWM, I didn't know enough about the overall implications. I knew the numbers we were trying to get to, but I will be the first one to admit that I relied on people to break down a tax scenario, give me a basic whole number, but that the entire industry on the agent side, for the most part, they're kind of lacking in that ability to really break down and show what that means. And so, I didn't understand that until I was even on the business management side of things for a little while and seeing the real impact in value that this type of breakdown that you're about to do actually has and why it is as important, if not more important, than anything else. It's more important than their market value, to be honest with you. So it's something that should be done well in advance and not enough people understand that and not enough people are doing it.

Travis Chick ([17:20](https://www.rev.com/transcript-editor/Edit?token=yA0F7zMwmCHBKoeYEzwwuvvWhx-7M7ZoDExhPXkp6wRyEs8bXF6dpCihOrNy4Om5I-OQ5umc0SBgr-lG3fgnayAU0sg&loadFrom=DocumentDeeplink&ts=1040.92)):

Yeah, no, I agree. And I mean, at the end of the day, we're trying to provide value. This is something that a certified financial planner should know how to do, but more importantly, somebody that's a certified financial planner that does this day in and day out with people just like you. And this is why it's important. So, if I just use a very basic number and you can look this up on the internet, and then there's a lot of websites that kind of produce these numbers. An average college degree or an average job coming out of getting a major degree from a major university is roughly about $60,000 a year, starting out. And so, one of the calculations that we do is we can take the present value of that savings rate and start forecasting what that's going to look like to the difference of starting it when you're 22 versus saying, hey, worst case scenario, I play in the minor leagues for six years, things don't work out.

Travis Chick ([18:17](https://www.rev.com/transcript-editor/Edit?token=dADGo7kEKT0mRguQeJb_NPlnBD5dbD19H_0WM2UQB8OBqrZd6lkCj2lsQurO-i115YEVe3ZUmjnCaM2y3We9qVRCa9M&loadFrom=DocumentDeeplink&ts=1097.33)):

I have to go back to school. And so what is the lost savings opportunity there that kind of comes into there? And so if we use $60,000, we take out about a 20% saving rate. One of the things that we know is that allows you over the course to be able to have a present value of about $120,000. Now that doesn't sound like a big number until you kind of extrapolate that out and forecast that out to when you would use it when you're 60 years old, when you retire. And so, again, this is very high level, very basic math, very basic numbers. But if we assume a very, very generous savings rate of just about 4% interest, what that ultimately equates to is going to college and starting your career at 22 years old versus starting your minor league career and starting earnings when you're 28 years old, ends up being about a $500,000 decision. Then that's an after tax decision.

Travis Chick ([19:17](https://www.rev.com/transcript-editor/Edit?token=tlKEb_yxMiWcozafhHE2Y3APyvwt0zOKlFPIvYTJyYlzgB2RA9n5q9HbnsS7rlCz_dMHM1FUsGE5ovpKNUyR1z_B6Tk&loadFrom=DocumentDeeplink&ts=1157.08)):

So what we have to then do is say, okay, if it's $500,000 in after tax money, now, how do I extrapolate out what that would be kind of pre tax? Because at the end of the day, that's your signing bonus. And so a very small number, basically that equates to about a $715,000 bonus. Now, some of you're out there saying, well, hey, I'm probably going to earn a lot more than $60,000 coming out of college, because I may be going to Vanderbilt and I'm going to get a law degree. Obviously those numbers start jacking up a lot more. You can kind of see how every situation is going to be completely different. Every degree is going to yield a different result. And this is why it's very important for you as a draft pick to individualize these calculations so you can really go into that with the leverage and removing the emotional decisions and, hey, that $715,000 bonus that I'm being offered.

Travis Chick ([20:12](https://www.rev.com/transcript-editor/Edit?token=s6WptKgnnq4ifBTqUFoSx1y1UtputE3W3g6dEycax8MXPHmn_v696hWKAVTrOMPtfqIfNvNHFiR8qUaKwaqwlAcpS8E&loadFrom=DocumentDeeplink&ts=1212.07)):

I know that I'm worth more than that, because here I have it on paper. Now, that that just removes it and makes it a business decision. We all know, I know, everybody in the industry knows that it's really exciting to go ahead and start your professional career, but the more information that you have, the better off you're going to be, the more prepared you're going to be. And you as an agent, as a former agent, the more prepared you both can be to go into those negotiations to both do what we're all trying to do is maximize your net worth.

Will McGuffey ([20:44](https://www.rev.com/transcript-editor/Edit?token=ct0Db5EBEgrA-3hWI2tZ8UK6FjMRZVU9n74N-ZbBXc3Zl9-Ku2ubdsinsjjiOv4Cpn0YhQlQwRhoX0y5W8mZIZGxC3o&loadFrom=DocumentDeeplink&ts=1244.99)):

Yeah. And I think the biggest thing for me, with the preparation going into this and having that number in advance was removing that emotion from draft day. And I saw it time and time again. And that was the reason we went through those exercises. I even had a player one time that basically agreed to an amount and it was going to be the next pick of a certain team and called me after the fact. And I said, "No, no, no, no, absolutely not. Just remind you that you made this decision on this amount of money based on these factors a month ago. Are you certain?" And you just had to bring it back to him. And it's so easy to caught up in the emotion. And you want that to be just another day, even though it is not another day in the grand scheme of things.

Will McGuffey ([21:34](https://www.rev.com/transcript-editor/Edit?token=QP_E-GX66Oxi4ajiV08iIUItT6FlBnDeAb6WlliPSyOZv85WGMw_ZS2WueblMpH_gSv_tZAJphf_el4UXCeqdNPybxE&loadFrom=DocumentDeeplink&ts=1294.42)):

The other thing I think that this does is, and this is a story I just heard recently, which I thought was amazing. If you sit there and you understand, hey, I've got a personal value. Going into my season, I know what, and this maybe is more of a high school anecdote than it is a college anecdote, but let's say going into your senior season of high school, you're like, you know what, my number is going to be $3 million. Is what it is. Instead of sitting there trying to get your market and beat your market and guess and do all these things and put the pressure on you. You're sitting out there just playing free and easy. You're playing baseball, knowing, hey man, I know what I want. I know what it's going to take to get me there.

Will McGuffey ([22:16](https://www.rev.com/transcript-editor/Edit?token=zQr6TgsC2m5lxtXzV6Rvs9Ml7ojloVn76t7a_3AX21JpoYo0kJvzq7gN3F3B0jb43aJH-8W5Wgfo0jCCOl6jtV6mpdQ&loadFrom=DocumentDeeplink&ts=1336.05)):

If I get it, I get it. If I don't, I don't. And this is where that story takes a little bit of a turn. I was talking to somebody a couple of weeks ago, and there was a high school player a couple years ago, and he's in college now. And I saw him playing and I'm like, man, that player's really good. Somebody started telling me his senior year of high school. He just decided to say, you know what? I want to be a better baseball player. I want to further my career. If someone wants to sign me for, and I don't know what the number was, a couple million dollars, that's fine, but I'm going to spend this entire year working on becoming a switch hitter, because that's going to provide me more value in my quest to be a major league baseball player.

Will McGuffey ([22:57](https://www.rev.com/transcript-editor/Edit?token=VDBKUn1m6Kj1cZxrdd8Vzd4LkhZrGKQ9RTJQY_DrnBeNs6AoP2E7YrmWbMo9rPyWy3TJuzK2GOGWCClXZjwzTP4BNgs&loadFrom=DocumentDeeplink&ts=1377.65)):

And I saw that player play and would have had no idea that he had just learned how to switch hit within the previous couple of years. And I think it was an unbelievable forward thinking thought process. Because now that player, let's say his number was 2 million. I dropped well north of that on him, just by seeing him for a couple of days, a couple of ABs and what he did in the field. So I think it gives you that flexibility too, to continue your development and actually use that time, instead of trying to just get somewhere in the draft. Continue your development as a baseball player for that six month, nine month lead up period, because that's lost development time if you're just focusing on the draft versus focused on, hey, I want to be a better baseball player. I want to do the things that I need to do to get me to the big leagues eventually, because that's where we all want to be. We don't want to be in the draft. It's fun, but we all want to be big leaguers.

Travis Chick ([23:49](https://www.rev.com/transcript-editor/Edit?token=evlSZ8PVg_9DLoNM6HDON0Fq4lh2QU7_9sKE3uwVSdPd8AZHetzYgz001_1KDsBb7gCn8mdJ1Mj6RpKLzml29DDtkSQ&loadFrom=DocumentDeeplink&ts=1429.25)):

Absolutely. I think that's a very important point. One of the things that we all know, and the longer that we're working with major leaguers, we know this, the majority of our major leaguers have earned a lot more money in the major leagues than they earned in the draft. And so if you kind of back that out and you think in terms of the development. Forward looking, if I'm a high school kid, I know that if, hey, worst case scenario, if I go to college, I'm worth this. To me, that removes a lot of the risk of, hey, my dream is to ultimately be a major leaguer and maybe I go to college and get hurt, or maybe I go and I don't develop. There's those risks out there that you could miss out on the opportunity to play professional baseball, but at the end of the day, it's about development.

Travis Chick ([24:36](https://www.rev.com/transcript-editor/Edit?token=QYS2XIZfdMce9l294oMSudBwGNjT3GneX61nnIhE2FCj_LeuBJRPEgc-mKVp3muQplsZWcWbCYb92diPOUL2_TnuX5A&loadFrom=DocumentDeeplink&ts=1476.98)):

And one of the things that we see the most of and that we try to reinforce to our clients is the best investment that you're ever going to make is the one that you make in yourself, whether that's investing in your nutrition plan, whether that's investing in your personal development, whether that's investing in your physical development. To be able to confidently accept the terms of a contract that's going to help aid you in those years in the minor leagues, when things are really tough. If you can remove the financial distraction from that, because you've done some really advanced planning from the get-go, your opportunity for success to make life-changing long-term wealth just becomes that much greater. [crosstalk 00:25:23].

Will McGuffey ([25:23](https://www.rev.com/transcript-editor/Edit?token=Nb_PCk6AcXbzpNw58nshkXzAlG79QTYhdKCJl1u4IAD_gE5-R-MjtNl34a4YYZwXUKuri6bqshm4vfkti3QAzv61wc8&loadFrom=DocumentDeeplink&ts=1523.44)):

What's the stat? Isn't it like 75% of first rounders that get to the big leagues have career earnings of 10 million or more, and then 25 million and 50 million. What are the numbers on that, Trav, that back that up? Is it like 54% on the 25 million?

Travis Chick ([25:41](https://www.rev.com/transcript-editor/Edit?token=IAUOCr3jaY7ivW_N8AkBekk8XlGjFSdbtgNJa0PB56_pAIavWLnCLJMZYlTvN6E7ck9aA8tmFqR05LVpWruv96PRpvY&loadFrom=DocumentDeeplink&ts=1541.54)):

Yeah. That's right. So it's about 50% of major leaguers. I'm sorry. 50% of first rounders play a day in the major leagues and about 75% of those earn 10 million or more. So we know that even signing out of the draft in the first round does not guarantee one a to make a lot of money. Now there's the Albert Pujols' that sign in the 14th round and make, I don't know, $200 million. There's always those anomalies, but here's the number that's striking. And this always is a personal number for me. And it's probably going to be eclipsed this year. So Major League Baseball has been played for a 120 years. It's crazy. So a couple of years ago, and this is a really funny story, a couple of years ago the Major League Baseball Player Alumni Association called me because it was time for me to renew my alumni dues.

Travis Chick ([26:34](https://www.rev.com/transcript-editor/Edit?token=LmyQUKM2oIei1f4_XKujX6Moh7X1jFczVIfsglvZH0iNP9wFrdV9PqiYtVh_ff9NdvYdwg47qLsy_Uh7B1jsAY6PS2w&loadFrom=DocumentDeeplink&ts=1594.16)):

Well, I'd moved and they'd lost my address. So they picked up the phone, "Hey, where do you want us to send this?" I asked them, I said, "Can we not just set this up on auto-pay, because that would make it a lot easier. And they're like, "Well, we've looked into that. And the costs really don't work out because there's so few of you." And I'm just thinking, my gosh, this game's been around 120 years. So there's less than 5,000 people in the alumni association. And when you back that out right now, there's still been less than 20,000 people that have ever played one day in the major leagues. Let that set in for a second. Like 20,000. There's more in a half attendance at the Florida Marlins game right now. Pick a stadium. Kansas city in reduced attendance probably is drawing more people than have ever played a day in the major leagues. Now I think that 20,000 is finally going to be eclipsed this year. Last time I looked, it was in the 19 thousands, but it's still just kind of brings in the context of-

Will McGuffey ([27:35](https://www.rev.com/transcript-editor/Edit?token=xQB8z-_XQUYkkCBsGJCxHXTJJ5XipNqFrb9j1DWTo144C4KQxYROy0ITG5xiZb-2rkDBJxP43FB5bwIGrmT4HS0rvfk&loadFrom=DocumentDeeplink&ts=1655.39)):

It's 19,940 as of [crosstalk 00:27:38]-

Travis Chick ([27:38](https://www.rev.com/transcript-editor/Edit?token=oNb1wAG_khPhOeSO_tntDrLdGqz0jrKBy2FppPzjqKJH5mWh2WtGxS8LLXJUJhY93_KW1HTbAEJE3GlbrgEl6HHF1q4&loadFrom=DocumentDeeplink&ts=1658.48)):

There we go. We got 60 to go and we're almost there, that's crazy. Just kind of breaking that statistically down like, hey, you need to make a really good financial decision out of the draft, because we all know the statistics just really aren't on your side to create generational wealth. I mean, it just, it is what it is. And I don't say that to scare anybody. And I certainly don't say that to advocate that you should go to college or you should not sign at the end of the day. Being a professional athlete is an experience that I wouldn't take back for anything in the world.

Travis Chick ([28:16](https://www.rev.com/transcript-editor/Edit?token=wyEFbaoBWkc13LGiGvfOx28aFYFJ1AwnmY16skbTV2ugRDA21rQrUJTwr_0pJBRYAtYqKRz9pLlUTv3t76AVw7TMne4&loadFrom=DocumentDeeplink&ts=1696.26)):

But if you go into it with the confidence to make a really good business decision, one, you're going to remove the internal risk that you have of trying to play outside of your skillset. And I think that's where an agent can come in and really add value is helping them kind of understand, hey, this is what your market value is. These are the things that we have seen with our other clients have helped them do things. And at the end of the day, our job is to maximize that, whether it be now or three years from now, or 10 years, whatever that is.

Will McGuffey ([28:51](https://www.rev.com/transcript-editor/Edit?token=2xWfoBKKsQoRFw4i3s73hLGTlb6kLF85BWXVeTdWHTXV1FsndiKCEBnpP_8tmm9eYA9qYC1SO_9msAcJw68LtbQpTgM&loadFrom=DocumentDeeplink&ts=1731.48)):

Yeah. And I think whenever we talk, I think we sometimes just say, hey, the agent's or advisor's involvement in this with the player and something that I definitely, coming into this podcast, had thought a lot about and something I wanted to address is, parents, you need to be intimately involved in this situation, in this decision-making process. You know your child better than anyone else. Do not be afraid to give them guidance. Nothing, I guess I don't want to say the word bothered me, but I guess hurt me more than when a parent would say to me, it's his decision. I don't want to have him mad at me for helping him change his mind one way or another and something doesn't go right. And this is me as a parent, as a parent, I only want what's best for my kids.

Will McGuffey ([29:45](https://www.rev.com/transcript-editor/Edit?token=AgbR2pgP2gv-CIFF83eFxnNf7evRFiJjQhVzpOH4G2eLLG_5NWaeCLDZUfhhzCN3MKqjHnrrZOQD5LymlnwskvP4xRc&loadFrom=DocumentDeeplink&ts=1785.56)):

And if my kids are mad at me for trying to help them make the best decision possible, I can live with that. But if I just stand idly by while they make the decision like this, that impacts their life negatively, because I was too scared to speak up. I think that's a regret. I don't think I could even live with that on my conscious. And it just goes back to this decision is going to impact the player more than anybody else. It's going to impact it more than mom and dad. It's going to impact the life more than the agent or the advisor. It's going to impact it more than me and you, Trav.

Will McGuffey ([30:22](https://www.rev.com/transcript-editor/Edit?token=htImW2OTo_xd_yQCRT6xc4dQd4Z6Nm7VQRC56z-LPR6DpRyzgEwf1L3wOKo2k3XKj5WArOahASu_Jq_ihuGMJEzPRbg&loadFrom=DocumentDeeplink&ts=1822.97)):

It's going to impact them more than Major League Baseball or the university they're supposed to go to. All those people will be around and will be fine, no matter what the decision is. The biggest person or the person that has the most to lose is that individual. So parents, you need to be involved and give as much advice as you can, because it goes back to, you know them better than the agent does. You know them better than we do. Step in, do a good job of giving your life lessons on your child, on this one last and probably biggest decision that they'll make for a couple of years, until they get married or children or things of that nature.

Travis Chick ([31:02](https://www.rev.com/transcript-editor/Edit?token=-2HOjZ89gdOieK6nZg-HnT9xECMa7pGHdEdnwt2LFHVh5BMhTcqgEPgs7tmh0FP3nWoUIt-eglLbkaW2vputAZ7uDTg&loadFrom=DocumentDeeplink&ts=1862.35)):

Yeah, no, I think that's fantastic advice, because we all know a 17, 18 year old kid, or even a 21, 21, 22 year old kid, they probably don't have the skillset. Number one, to have a really good business decision made. We also know that just life experience hasn't really done a whole lot for them in creating financial literacy. We know that they probably don't have the skillset for the most part to interview people, because they probably haven't done a whole lot of interviews outside of the scouts asking them, "Hey, who are you going to jump in a hole with?" We all know that the crazy questions that scouts ask. So I think that's great advice, because we all know parents, just the fact that we've lived a lot longer and lived life a lot longer, and we know our children better than anybody can help them make these good decisions.

Travis Chick ([31:56](https://www.rev.com/transcript-editor/Edit?token=qGmhFBT4GG6WnXRxg_rGNkrsGgEE9dEf3X3RFrl66YqNC-oHYucqJ59dkgubhyLEkdy_VK3uRA8QO7LUaCOn5GnGBY0&loadFrom=DocumentDeeplink&ts=1916.91)):

So, obviously we want to be sensitive to your time, and this is a very important subject to us. It obviously should be a very important subject to you and your son that's going through this process. So thanks so much for watching today. This, again, I say this every week, we want this to be the premier space for you, the next generation of major league players to make really good financial decisions. And just help you go through this from people that have been in your shoes. And so if you found this episode helpful, just take a quick minute and hit the thumbs up button or the subscribe button, if you're watching it on YouTube, or if you're watching on a podcast, if you could leave us a five star review, that would be fantastic. We'd really appreciate it.

Travis Chick ([32:38](https://www.rev.com/transcript-editor/Edit?token=_DfFOUEOYKWqvO62xb9av3nOU0-63qT8Z9yMiVTqnIIgEVB-OVhAKN1gRSuVe2ZyCyigX2ti-23MTuUouoOgB4k2Yz8&loadFrom=DocumentDeeplink&ts=1958.74)):

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