

Accountable



Contracts and endorsements do not represent the entirety of the work that goes into managing the career of an NBA player. A complete athlete team includes accountants, attorneys, financial advisors, business managers, and others. We will help solidify the best team for each athlete.

Proactive



As a successful NBA athlete, you have an established brand that carries weight all by itself. Marketing opportunities will find many players with low effort, reactive work. Our goal is proactively maximizing endorsements that align with personal values and preferences.

Transparent



Contract values are the headline of a much bigger story about NBA athlete earnings. Net earnings are the resulting compensation after paying several layers of taxes and fees that support an athlete's career. We make sure our athlete partners understand all layers.

Comprehensive



The average career of an NBA athlete generally lasts less than 5 years. Starters and All-Stars can see their careers extend to 11 years or more. Our work at BTC continues beyond the playing career of our athlete partners. We want life success for our clients.

**BEYOND
THE COURT.
BEYOND
THE CAREER
YEARS.**

At BTC Sports Group, our mission is to help athletes focus on their on court performance by creating stability beyond the court and planning ahead for the years beyond their careers.

WHY BTC? WHAT'S THE DIFFERENCE?

2025 Calendar Year

Typical Athlete Team

Gross Salary	*\$10,000,000
Gross Marketing	\$1,000,000
Total Gross Income	\$11,000,000
Federal Taxes ¹	\$3,500,000
State & City Taxes ²	\$825,000
Medicare & Social Security ³	\$175,000
Net Income Before Team Fees	\$6,500,000

BTC Sports Group

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2025 Calendar Year



Typical Team Fees

Agent ⁴	\$600,000
Accountant & Bookkeeper	\$30,000
Attorney	\$25,000
Financial Advisor ⁵ <small>(Est. \$5M AUM)</small>	\$62,000

BTC Sports Group Fees

Agent (BTC Net Charge)	\$360,000
Accountant & Bookkeeper (BTC Covered)	\$0
Attorney (BTC Covered)	\$0
Financial Advisor <small>(Est. \$5M AUM)</small>	\$38,000

Total Team Fees⁶: \$717,000
Net Income: \$5,783,000

Total BTC Fees: \$398,000
Net Income: \$6,102,000

THAT'S A SAVINGS OF \$319,000 ANNUALLY. OVER A 5-YEAR CAREER, THAT'S A SAVINGS OF \$1.6 MILLION AND OVER A 11-YEAR CAREER, \$3.5 MILLION.

By reaching the pinnacle of their sport, NBA athletes have also begun a professional career as CEO of their own corporation that runs parallel to on-court activities. The team that is hired and trusted by NBA athletes to support their career is crucial to long-term success. Contract value, brand awareness, tax efficiency, legal risk, financial management and health/fitness all contribute significantly to success beyond the court and beyond the playing career of every athlete. BTC Sports Group ensures the best team is in place to support each athlete and their unique goals.



ABOUT BOB BATCHELOR, CFA/CFP/SE-AWMA



Bob has had a passion for sports, especially basketball, since his youth playing days. He has been a coach for over 20 years and a business executive for over 25 years. BTC Sports Group is an extension of his beliefs that cost management, accountability and transparency are crucial to optimal client outcomes.

Bob holds an M.B.A. from Marquette University and a B.B.A. from the University of Wisconsin-Madison.

He is CEO and Co-Founder of Entasis Asset management. He is a certified NBPA player agent. He has earned the right to use the CFA designation and is a member of the CFA Institute. Bob has also earned the Certified Financial Planner Certification and SE-AWMA professional designation.

***BEYOND THE COURT.
BEYOND THE CAREER YEARS.***

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Disclosures:

*1: Federal taxes represent a 32% Eff Tax Rate. *2: State and City Taxes represent a 7.5% average. *3: Medicare and Social Security are 1.45% and 6.2% on \$176,100. *4: Agent fees represent 4% of the Gross Salary and 20% of Gross Marketing. *5: Financial Advisor fees are based on 1.25% average asset fee and commissions. *\$10,000,000 salary is used as an illustration. All other numbers are estimates. Numbers are rounded and not exact.