



AUTHENTIC LEADERSHIP

A Conversation with
Forbes' Ranked MLB Sports Agent, Nez Balelo

NEZ BALELO

AN INTRODUCTION



- Former Professional Baseball Player.
- Ranked on Forbes "World's Most Powerful Sports Agents" List for 5 Consecutive Years.
- Division Head at CAA Sports.
- Diversity & Inclusion Advocate.
- Business Thought Leader.
- Professional Speaker.



BALELO IN ACTION

A day in the life of one of the industry's most successful sports agents.



HIGH PERFORMANCE.



Forbes Sports Agents

#25 Nez Balelo

Creative Artists Agency



PHOTO BY COURTESY OF CREATIVE ARTISTS AGENCY

2019 SPORTS AGENTS COMMISSIONS


as of 9/21/19

\$29.6M

Nez Balelo, a former professional player, has served as a co-head of CAA Sports' baseball division for the past ten years. Since he joined the agency in 2006, he and his team have successfully negotiated nearly \$3 billion in contracts as of Forbes' 2019 agents list, and he has represented such MLB stars as Ryan Braun, Adam Jones, Jean Segura, David Freese and the two-way phenom Shohei Ohtani.

The World's Most Valuable Sports Agencies 2019: CAA Expands Its Business, And Its Lead



Jason Belzer Contributor 
[SportsMoney](#)

AUTHENTICITY DEFINED.



- Authentic:
true to one's own personality,
spirit, or character.

WINNING PLAYS.

— Take the time needed to really know your team members.

— Adjust & create opportunity when adversity comes your way.

— Leadership doesn't always require you to lead.

— Bring leadership out from behind closed doors.

— Failure to act is failure to lead.





Q & A



Your Chance to Step Up to the Plate.

For additional information contact:
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