



BUYNAK LAW CORPORATION



CPA ♦ LAW SOCIETY

OF SANTA BARBARA COUNTY



Presents

“Setting a New Standard for Negotiations and Contracts”

MLB Agent Dennis Gilbert will discuss strategies for negotiations, structuring contracts and financial issues related to the sports industry and professional athletes.

Thursday, January 26th, 2006
12:00-1:30PM
La Cumbre Country Club



Dennis Gilbert revolutionized the sport of baseball through the free agent system. As baseball’s leading agent, Dennis set a new standard for creating professional baseball contracts and developed a stellar and impressive client list along the way.

In 1971, after playing four years in the minor leagues, and after being released for the third time, Dennis retired from baseball at the age of 24 to pursue a career in life insurance. In 1984, Dennis received approval to teach Continuing Education Estate Planning to members of the CPA Society in the State of California. These CPAs, who were primarily entertainment business managers, gave Gilbert an entree into the Hollywood community. He then acquired a superstar clientele that included many of the most well-known entertainers.

Dennis’ success in the insurance business and his love and knowledge of baseball allowed for a natural transition to a career as a sports agent. He understood ballplayers, because he was one. This knowledge, matched with his unparalleled business sense lead to his enormous professional success and ultimately allowed him to single handedly transform the salary structure of professional baseball forever.

Throughout his career, Dennis has personally negotiated more than 1,000 contracts and has broke salary barriers on more than five different occasions, starting with Bret Saberhagen, the first \$3 million per year contract and followed by such impressive contracts as Jose Canseco (Oakland Athletics), Bobby Bonilla (New York Mets), and Barry Bonds (San Francisco Giants). He represented many additional high profile clients including: Joe Magrane, Danny Tartabull, Mike Piazza, Brady Anderson, Curt Schilling, Ricky Henderson, Kevin Appier, Scott Erickson, Rod Beck and Trevor Hoffman.

LUNCH CHOICES

Chinese Chicken Salad

Chopped garden greens with freshly cooked chicken pieces, pea pods, bean sprouts and mandarin oranges. Served with a special dressing.

Chicken Piccata

Breast of chicken with lemon and caper sauce, served with angel hair pasta and vegetable of the day.

Vegetarian Pasta

Angel hair pasta with sun dried tomatoes, fresh vegetables tossed in a light olive oil and fresh basil.

Lunch includes your choice of ice tea, coffee and dessert.

RESERVATIONS

The cost of the luncheon is \$35 for non-members and \$25 for members. Please email your reservations and lunch selection to cpalawsb@bpw.com. RSVP by **January 19th**. Please make checks payable to CPA/Law Society and remit upon luncheon reservation. Payments can be mailed to: **Tina Benavides 1123 Chapala Street, Santa Barbara, CA 93101.**