DON'T LET YOUR MONEY GALLOP AWAY FROM YOU

How professional athletes are targeted in alternative investment schemes

Professional footballers are increasingly targeted by promoters offering **racehorse ownership, bloodstock syndicates and luxury asset schemes**. While legitimate opportunities exist, high-pressure tactics and opaque structures have cost athletes tens of thousands of euros. Use this checklist to protect yourself.

■ RED FLAGS — WALK AWAY

- **Rush tactics:** "Another buyer is waiting" or artificial deadlines to force a quick decision.
- **No written contract:** Being asked to transfer funds before paperwork is signed.
- **No independent valuation:** Pressure to skip your own vet or specialist assessment.
- **Opaque fees:** Agent commissions or mark-ups not disclosed upfront.
- **Friendship pressure:** Leveraging personal relationships to bypass normal checks.
- **Pay to a private individual:** Requests to wire money to a person rather than a registered company.
- **No exit terms:** Unclear what happens if you want out or the asset underperforms.

✔ DUE DILIGENCE CHECKLIST

- **Get everything in writing:** Full contract with costs, your ownership %, and exit terms before any payment.
- **Use your own solicitor:** A lawyer independent of the seller — not one they recommend.
- **Commission your own valuation:** Vet or specialist with no connection to the vendor.
- **Verify registration:** Confirm with the national authority (e.g. Horse Racing Ireland).
- **Itemise all ongoing costs:** Training, livery, transport — agreed in writing before signing.
- **Research independently:** Check the trainer, breeder and intermediaries yourself.
- **Consult your financial advisor:** Never rely on the promoter's numbers alone.

REAL-WORLD EXAMPLE: A high-profile European footballer and a business associate paid **€80,000** for a racehorse through an informal personal introduction. The deal was negotiated entirely via messaging apps, with artificial urgency applied. No independent veterinary assessment was arranged before funds were transferred. Post-purchase, the horse required surgery for a respiratory condition, unexpected ongoing training costs accumulated, and the investors disputed the true market value of the animal. The situation illustrates how even well-resourced individuals can be seriously exposed when standard due diligence is bypassed under social and time pressure.

★	★	★	★
Never wire to a private individual	**Always take 48 hrs before committing**	**Tell your club's legal team first**	**If in doubt — walk away**

This document is for general awareness purposes only and does not constitute legal or financial advice. Always seek independent professional guidance before making any investment. The case example is drawn from documented events and presented without personal attribution.

Contact Us to hear how Paul Nolan Racing sold Ian Rush a horse that never ran a race. info@ir9.co.uk

PAUL NOLAN RACING

From: **Mel Nolan** <paulnolantrainer
Date: Thu, Sep 29, 2022 at 3:47 PM

BIF Bloodstock Industry Forum