

Bill Michaels Sports Radio Interview

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<http://media.billmichaelsports.com/a/79852269/08-22-13-eido-walny-interview.htm?q=Walny>

Bill Michaels: Welcome back to the program – glad to have you Wisconsin, certainly appreciate you taking a listen to us, the Bill Michaels show brought to you by Chili's – feed two people for \$20 at Chili's – more life happens here, more life happens at Chili's.

Bill Michaels: You know you get a guy that signs a \$20 million dollar deal or a guy like Aaron Rodgers \$140 million dollars, once you have a guarantee you think man they're set for life, they're set for life. Sometimes they are, sometimes they're not – remember like Tracy McGrady after his first contract of \$100 million bucks – by the time it was done, he was done - he was broke – no money, and then he signed the next contract and he kinda learned from his mistake. We'll talk a little bit about money handling when it comes to the athletes so you'll get a better understanding as to where the money comes from, where the money goes. Eido Walny now joins us – Eido how you doing?

Eido Walny: I'm doing good guys how are you?

Bill Michaels: So good today – now first let's give the explanation as to what you do?

Eido Walny: I'm an estate planning attorney.

Bill Michaels: So let's do this, because when you come into a ton of money like this like these athletes do, especially being young, most of the times you get a guy that handles your money, he gives you an allowance, puts the rest of the money either away or invests it – so it's not like the guys are sitting on a mountain of cash and they've got a vault to build into their home.

Eido Walny: Right so I mean you have to remember that when you're coming into the league, especially a league like the NFL, you're coming into a decent amount of money – relatively speaking to an average person, but you've got a lot of expenses and you've got a lot of other things going on and your earning potential over the length of your career is probably not as good as the average persons.

Bill Michaels: One thing I always found interesting going back to when the NBA went on strike a couple years ago – Patrick Euing said “Yeah, we make a lot of money, but we spend a lot of money” that's were a lot of guys get into trouble because they spend it – they hear the words millions of dollars and they think they can go buy what they want and suddenly they have carte blanche of the world and that's the reason we are doing thirty for thirty's on guys that are broke after making \$50 million dollars.

Eido Walny: That's absolutely right, you know it's hard for those guys to comprehend that this money has got to last you a lifetime. You know if you figure out your level of maturity when you were 19, 20, 21 years old you know I know for me if I had \$20 in my pocket I thought I was doing great, now multiple that over you know several tens of thousands, you feel like the money is never going to run out. But then when you get cut or when the money does stop running or flowing in when you're 24 years old and

you look at 40, 50, 60 years in front of you and what are you going to do next? Now all of a sudden it's hard to stretch a few hundred thousand dollars over the length of the rest of your life.

Bill Michaels: How do you go about – you know you have a client, you're talking to an athlete, talking to them about when you got friends and family who have been kind of with you the whole way – not suddenly setting them up for life because you're going to need your money for yourself at some point. It seems like we see a lot of players who got the entourage that comes along with them and they don't have any money at the end of the day and the guys around them have the money.

Eido Walny: Right. So statistically this bears out that that's a really common fear – a really difficult conversation to happen – it's hard when you have all these family members and friends and people who have helped you make it to the point where you are in the NFL or the NBA to all of a sudden turn around and not want to take care of you, you know a lot of those people feel a lot of loyalty and want to help out, but the problem is that you almost got to put yourself first and you gotta think about how can I have my cake and eat it too. And that's a difficult conversation to have, no doubt about it. You know the best thing that these guys can do, and it's really sound advice for virtually anybody is to set themselves up with a solid financial team around them. A good accountant, a good financial advisor, a good attorney – that helps not only the average Joe but also these guys playing in the NFL and NBA – MLB you know wherever they are.

Bill Michaels: And good doesn't necessarily mean a "yes man" right?

Eido Walny: It's in fact the opposite of a "Yes Man" – you know part of the reason that these guys get into trouble is because you have too many people around them and empowering them and telling them to go ahead – let's buy this, let's do that – you know they are self-interested. The best advisors are the ones that are going to be telling you – no – you can't do that – you shouldn't do that – you shouldn't be giving away all this money, you're going to need it later. And so the best team around you aren't going to be scared to say no. It's sometimes hard to hear.

Bill Michaels: Eido the one thing that I find interesting is when we hear a guys sign say a \$50 million dollar contract, by the time it's all said and done – just by the time you take taxes out of there – you are starting at about \$25 million and it goes backwards from there, but everybody gets paid off the original contract which is \$50 million correct.

Eido Walny: Right – we hear about these huge numbers that are assigned in terms of the contract but you've gotta take off the top taxes – you've gotta take off the top fraction that's going to your agent, there's a number of other things that are coming off so you know certainly the numbers are still going to be large but there not anywhere near the actual dollar amounts that are going to be thrown around in the press.

Bill Michaels: It's interesting because a lot of these guys also tend to have the cling-ons as I call them – we saw it happen with Johnny Jolly, everytime he went home he got in trouble hanging out with his guys – you have mentioned it, I know I have mentioned it – and Tracy McGrady, he had guys when he was on

MTV cribs, he had guys drinking out of gas cans – Crystal all around his place, sometimes these guys just can't let go of the friends – or the friends become or think of you as the bank so to speak.

Eido Walny: It's a serious serious problem – and again it's hard to say no to those people and when you're 22 years old and you're making even \$1.2 - 1.3 million, you know you're not thinking about what is life looking like when I'm 40, when I'm 50, when I'm 65 – they are worried about the here and now – they are so focused on making the team – staying on the team – getting ready for the game on Sunday that you really lose sight of the context of this money you know for most of us we're working until we're 65 now even 70 – these guys are lucky if they're working when their 32, 35 years old, it's almost unheard of to hear a guy still making decent money when they're into their 40s it happens occasionally but pretty rare. But you don't have the maturity; you don't have the perspective to realize that this money isn't going to last forever. You know when you sign that 30 year mortgage, you know most of us are going to be in our peak earning years when we are into our 40s or 50s – these guys are in their peak earning years when they are in their 25-26 years old – it's a really condensed earning period and someone's gotta give them the perspective to realize that this money isn't going to last forever and the dollars that you're making when you sign that 30 year mortgage are not going to be the same dollars you're going to be making at the end of that mortgage.

Bill Michaels: This is why Sean Stevenson is so smart, he puts an ATM machine in his kitchen, but hey his friends get charged – that's what I'm thinking.

Eido Walny: It's a fantastic idea – good for long term savings.

Bill Michaels: Who was it that just bought an armored car? It wasn't me, it was one of the NBA players who bought an armored car to drive around New York in because he says he has so many haters and he has so much money now – so I wish I had an armored car. Eido good stuff if people want to find out more information where do they go?

Eido Walny: Walny Legal Group is www.walnylegal.com on the internet – lots of information on me there.

Bill Michaels: Thank you and at Twitter

Eido Walny: @WalnyLegalgroup at Twitter

Bill Michaels: @WalnyLegalgroup at Twitter – there you go – thanks Eido

Eido Walny: Thanks Guys