



JENSEN HUGHES

Eye on the Ball

A FORMER ATHLETE DISCOVERS THE BUSINESS WORLD IS A WHOLE NEW BALLGAME

Client's Challenge

After nearly a decade in a major-league sport, a celebrated professional athlete entered retirement with a sizable nest egg. His years of rigorous play had brought significant financial rewards and he was now ready to make the transition from the athletic field to the business office through a venture that would create jobs, invigorate the economy and further enhance his family's financial security.

He listened intently as an acquaintance pitched the details of a prospective business plan. It sounded good — but was it too good to be true? Despite the fact that the acquaintance vouched for the potential partner's credibility, the athlete-turned-businessman was cautious given the disastrous financial histories of many professional athletes who lost fortunes to fraud. He needed to validate the credibility of the plan. He placed a call to our CEO and requested a strategic investigation of the company in question, and its two principals.

Support + Solutions

We immediately set two teams in motion — one in Chicago, the other in Atlanta, where the company was based. Although days, key findings emerged. While no criminal records surfaced related to the company, our teams linked one of the potential business partners to four civil suits filed in the past year and seven more in the previous six years. We also determined the business was not legally established in the state of Georgia.

Impact + Outcomes

Ten days after the original case assignment, the report was in the client's hands well ahead of the deadline. This client now relies on our experts for due diligence support for all his comparable investment opportunities and business engagements.

SERVICE

Strategic Investigation

CLIENT

A Retired Professional Athlete

INDUSTRY

Financial Services

The Project Manager's Post-Engagement Perspective

"Many active and retired athletes translate their success from the court to the business world.

"But their athletic skills don't directly apply to the business world. They often need help and guidance when faced with potential investments and business opportunities.

"That's where we come in. We uncover critical facts that help our clients make decisions on investments, transactions and advisors. Our playbook includes proven investigative strategies and tactics, due diligence background investigations and other areas of support that deliver assurance and lead to winning results."