

Manny Vargas

Partner Role

10% ONBOARDING REVENUE SHARE

SCALING TO 20% REVENUE SHARE

Core Mandate

- Act as **industry access and credibility bridge** for The Bodyboard Report across professional bodyboarding, media, and legacy networks
- Leverage existing reputation (IBA presenter, editor, producer) to accelerate **trust, reach, and talent acquisition**
- **Open pathways for athlete “buy-in” / stakeholder participation in the platform**

Athlete buy in: THIS IS THE INITIAL AND MOST PRESSING MANADATE

Approaching ex and current pro athletes from a position of strength and expertise, to invite them to view the “buy in” video presentation.

In short, we must put the offer in front of enough pros to facilitate the selling of 50 x \$50 blocks for a total raise of \$2 500 / month.

Alan shall provide a quality video presentation and deal closing infrastructure, for both pro’s and their sponsors, now and in future.

Successful assistance in “presentation x meeting generation” resulting in sell out of the (50 x \$50) blocks = 10% revenue share scales to 20%.

That is the milestone.

Further Responsibilities

1. Athlete + Industry Access / Leverage your network

- Introduce and facilitate direct connections with current pro riders, ex-pros, and influential industry figures within your network / brainstorm together.
- Secure participation agreements for features, interviews, and long-form storytelling

2. Sponsor & Commercial Introductions

- Activate existing sponsor relationships and agency contacts relevant to action sports
- Introduce The Bodyboard Report to potential brand partners (equipment, apparel, energy, travel, media)
- Support deal initiation (not necessarily closing unless agreed per deal)

3. Media & Content Archival Access

- Source and provide access to archival footage, photography, and historical media assets
- Facilitate rights conversations where possible (or identify rights holders)
- Identify “lost era” content opportunities (90s–2000s bodyboarding archive narrative)

4. Editorial & Creative Input

- Contribute story ideas, historical context, and athlete background insight
- Support positioning of legacy narratives (especially 90s–IBA era credibility layer)
- Advise on authenticity checks (culture, history, athlete reputation accuracy)

5. Distribution & Platform Amplification

- Integrate **BoogLIFE podcast** as an official distribution arm of The Bodyboard Report
- Cross-promote content across podcast, social, and industry channels
- Align guest booking strategy with Bodyboard Report editorial calendar

6. Industry Advocacy

- Actively represent and promote The Bodyboard Report in industry conversations, events, and digital spaces
- Reinforce platform legitimacy within core bodyboarding culture and media circles
- Support positioning as a “central archive + modern narrative hub”

7. Strategic Feedback Loop

- Provide ongoing insight into athlete sentiment, industry trends, and cultural shifts
- Flag opportunities, conflicts, or gaps in coverage
- Assist in shaping long-term credibility and archive direction