

EXHIBIT N

to the Declaration of Ryan Hilbert
in Support of Plaintiffs' Opposition to
Defendants' Motion for Summary Judgment

From: Jenkins, Veronica
Sent: Monday, August 04, 2003 12:01 PM
To: Jenkins, Veronica; Adolph, Pamela; Upshaw, Gene; Allen, Doug; Allen, Pat
Subject: Canton Powerpoint Presentation
Attachments: Doug_Canton.ppt

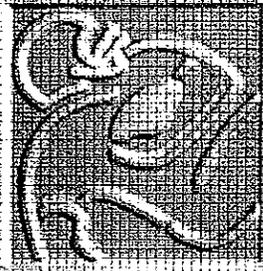
Attached is an updated version of Doug's Canton presentation. Please delete the previous version.

Veronica Jenkins
Graphic Design Manager

EXHIBIT

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RELIANCE FINANCIAL SERVICES INC



PLAYERS INC

PLAYERS INC PAYMENTS TO PLAYERS

Year	Total # of Players	Total Payments to Players	Active Players	Active Players Payments	Retired Players	Retired Players Payments
1999	856	\$7.7M	664	\$7.24M	192 (22%)	\$464,000 (6%)
2000	1215	\$12.3M	891	\$10.15M	324 (27%)	\$2.15M (17.5%)
2001	1456	\$17.5M	1086	\$14.8M	370 (25%)	\$2.7M (15.4%)
2002	1596	\$18M	906	\$13M	690 (43%)	\$5M (28%)
2003	1415	\$20M	1134	\$16.8M	281 (20%)	\$3.16M (16%)

**PAYMENTS BY PLAYERS INC TO
HOF PLAYERS**

PLAYERS INC

FY '03	\$2,129,433
FY '02	\$8,761,215
FY '01	\$2,049,399
Total	\$7,940,047

PLAYERS INC

PAYMENTS BY PLAYERS INC TO HOF PLAYERS (cont'd)

- Payments to 181 HOF players during last 3 years
- Average of \$20,203 per player per year
- Represents 73% of all payments to retired players during 3 year period
- Payments for:
 - Players in trading cards, videogames, collectibles
 - Player autographs
 - Player appearances
 - Players in tv/radio commercials

PLAYERS INC

PAYMENTS BY PLAYERS INC TO HOF PLAYERS (cont'd)

Most active companies

- Trading Cards
 - * Topps, Upper Deck, Playoff, Fleer
- Videogames
 - * EA Sports, 989 Sports, Microsoft
- Collectibles
 - * Team Beans, MBI Inc, Danbury Mint
- Sponsors
 - * Reebok, Pepsi, Motorola, Coors, MBNA,
Oscar Meyer, Gallo (All NFL Sponsors)

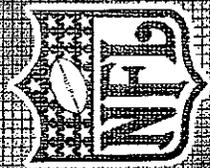
PLAYERS INC

WHY PLAYERS INC/NFL/REEBOK?

- Brand Integrity
- Quality
- Simplicity
- Integrated national marketing and distribution



PLAYERS



Reebok

PLAYERS INC

MORE GOOD REASONS

- Reebok/Mitchell and Ness are only apparel companies entitled to show players in uniform
- Each player receives 6% royalty on wholesale sales
- Each player may also purchase jerseys to distribute at wholesale price minus 15% (plus receive royalty)

PLAYERS INC

MORE GOOD REASONS (cont'd)

- Each player receives at least \$500/year free product (retail value) for being in the program
- Program will include the following items:
 - 2003 – fashion jerseys, headwear and t-shirts
 - 2004 – authentic-looking retro replica (\$100 retail value), fleece and outerwear

PLAYERS INC

MORE GOOD REASONS (CON'D)

■ "We are all on the same team"

- ◆ Team performance
- ◆ (past/present) affects demand
- ◆ NFL clubs, active players help sell retired player products
- ◆ Retailers want broad selection, products that sell, leveraged marketing in return for scarce shelf space

EXCLUSIVITY?

PLAYERS INC

Q:

Should you sign an exclusive licensing authorization?

A's:

No need to do that

PLAYERS INC, HOF, NFL don't need an exclusive

But if you sign an exclusive with anyone else you may NOT participate in this program

PLAYERS INC

NFL PLAYERS ASSOCIATION Retired Player Group Licensing Authorization Form

The undersigned hereby authorizes the National Football League Players Association ("NFLPA") and its licensing affiliates the non-exclusive right to use his name, signature, facsimile, voice, picture, photograph, likeness and/or biographical information (collectively "image") in the NFLPA Retired Player Group Licensing Program.

Group licensing programs are defined as programs in which a licensee utilizes a total of six (6) or more present or former NFL player images in conjunction with products that are sold at retail or used as promotional or premium items.

The undersigned player retains the right to grant the use of his image to another entity for use in a group of five (5) or less present or former players in conjunction with products sold at retail or used as promotional or premium items.

If the undersigned player's inclusion in a particular NFLPA program will conflict with an individual exclusive enforcement agreement, and the player provides the NFLPA with timely notice of that conflict, the NFLPA agrees to exclude the player from that particular program.

It is further understood that the monies generated by such licensing of retired player group rights will be divided between the player and an escrow account for all eligible NFLPA members who have signed a group licensing authorization form. Any group licensing contract entered into with an individual company by the NFLPA shall exclude players who are committed by contract individually for competitive products or services.

This authorization shall expire December 31, 2006.

Agreed to by:

(Signature)

(Please print your name)

(Social Security Number)

(Date)