



J.J. Pearce Mustangs Recruiting Seminar

College Recruiting

The Recruiting Process

Recruiting is a difficult procedure to define, but attempts will be made to put to rest any misconceptions you may presently have.



First and foremost, you must understand the different divisions (I, II, III) within the NCAA, NAIA and NJCAA.



It is vital that you become familiar with the rules, procedures, opportunities and financial aid available.

Student-Athlete Guidebooks

You can pick up the phone today and order all three association's Guide for the College-Bound Student-Athlete

Information and phone numbers to acquire these guides, free of charge, are listed on the next slide.

You may also print the guides directly from the organization's web sites.

College Recruiting



**The National
Collegiate
Athletic
Association**

**www.ncaa.org
(888) 388-9748**



**National
Association of
Intercollegiate
Athletics**

**www.naia.org
(913) 791-0044**



**National Junior
College
Athletic**

**www.njcaa.org
(719) 590-9788**

**Student-Athlete
Guidebooks**

Myth 1

- A Division I scholarship is the only opportunity for a high school student –athlete.
- **Reality-** Only 0.8% of high school student athletes receive a fully funded Division I scholarship.

Myth 2

- My high school coach will take care of my recruiting responsibilities
- **Reality-** They are a great resource for college recruiters, but it is your responsibility to market your talents and get your name in front of college coaches.

Myth 3

- Once a student-athlete is a senior, it's probably too late to be recruited
- **Reality-** Eighty percent of college programs make their final recruiting decisions after January 1 of the student-athletes senior year.

Myth 4

- Utilizing a recruiting service is the best way to get a college scholarship.
- **Reality-** College coaches rarely use recruiting services. However, most college coaches do use collegiate scouting organizations. Use an organization that has established coach relationships, works with qualified student athletes and offers a money back guarantee.

Myth 5

- If you receive a phone call (or letters) from a college coach you're sure to be a scholarship candidate.
- **Reality-** Just because you're getting calls (or letters) from colleges does not mean you are one of their top recruits. Ask the coach directly. Ask good questions in an appropriate way. You want to know where they stand, but they still have to make the offer.

Recruiting Myths

Coaches need large pools of prospective student-athletes to evaluate so they can attract the best available candidates.



Student-athletes need to be in as many pools as possible so they can make it through the evaluation process



How do I get Recruited?

Recruiting Correspondence

Are you... Highly or Moderately Recruited?

Simply put-if you are not directly involved with a minimum of 100 schools, you are not giving yourself the best opportunity available.

The most important thing for you to do is to make contact with as many schools as possible and get into their recruiting pools.

It is vital that you return every questionnaire and any other materials requested by every school that contacts you.

The student-athlete often does not return questionnaires because of the tedious and repetitive task involved. The easiest and most efficient way is to simply staple your profile to the questionnaire and return it immediately upon receipt.

Recruiting Correspondence

Once you have established an interest in a school, you need to find out how serious they are about you. This can be accomplished by asking a specific set of questions when phone contact is made.

Find out who you are speaking with:

1. Head Coach? Assistant Coach? Graduate / Volunteer Assistant?
2. Have they made a personal evaluation of the student athlete?
3. Will you be making a home visit?
4. Do you intend to invite my son for an official visit at this time?
5. Are you interested in having my son / daughter commit early?

Phone Contact

The Home Visit

The home visit is usually the first time an actual face-to-face meeting takes place.

You finally get to meet the people you have been speaking with for the past several months.

This is the perfect time to review and clarify any questions or answers from the phone contact. You should keep in mind that the coaches are evaluating you as much as you are evaluating them.

Visits

The Campus Visit

The campus visit, without question, has the biggest influence on your final decision of where to attend college. This is an exciting time for the student athlete and it is important to know the guidelines college coaches have to follow during a campus visit.

Remember to refer to your “Guides for the College-Bound Student-Athlete” to comply with these rules. Make the most of these visits... you are limited on the number you can take.

Visits

We find more and more collegiate coaches breaking up scholarships with partial offers and the so-called walk-on opportunity. It has even been stretched to the point where coaches will entice a student with the “preferred walk-on” status.

Student-athletes and families accept such offers for a variety of reasons, but do so primarily because they don't have a lot of options.

The key is to get as many schools as possible interested in your academic and athletic talent to put yourself in the position to have options.

The Partial and Walk-On Pitch

HOW TO MARKET YOURSELF

To market yourself, you should research as many schools as possible to obtain direct contact information. Next, compile your student-athlete profile by verifying your grades and test scores along with sport-specific statistics and conditioning levels. The profile and a concise introductory letter expressing your interest should be sent to all the schools you have researched.

There is the more traditional way of using direct mail, and the more modern approach of using e-mail. If you use either of these methods, please understand it is time-consuming and expensive to do it the right way. All correspondence must be personalized and all coaches (not just the head coach) must be contacted. Just remember, the greater the effort, the greater the reward.

Marketing

READING BETWEEN THE LINES

So...finally...you are receiving mail! Are the letters unsolicited? Are they in response to a letter you have written? What do the letters mean? What is the coach saying? Are you getting the message?

Read your recruiting mail carefully. It is important to evaluate each school and how interested they are in you. If you don't like the messages in the letters you are receiving, you should broaden your search and contact a wider range of college coaches. DON'T GIVE UP.



Number One Concern....

- GRADES ! ! !
- TEST SCORES ! ! !
- TIMELINES ! ! !

Conditions for Qualification

- NCAA Clearing House is now called the **Eligibility Center**
- Texas State requirements for graduation is completely different from the NCAA Requirements
- Academic Requirements: NCAA Core Course GPA vs. Cumulative GPA
- **Cumulative GPA DOES NOT Equal NCAA Core**

Conditions for Qualification

- Graduate from high school.
- Complete a minimum of 16 core courses for Division I or 14 core courses for Division II. After August 1, 2016, student-athletes who wish to compete at Division II institutions must complete 16 core courses.
- Earn a minimum required grade-point average in core courses.
- Earn a qualifying test score on either the ACT or SAT.
- Request final amateurism certification from the NCAA Eligibility Center.

Conditions for Qualification

**RELEASE FORM
FOR COLLEGE RECRUITEMENT**

Student _____ Class of _____
(please print)

I authorize the release of (check one):

- Transcript Only
- Transcript and Test Scores
- Test Scores Only

ACT Score: Composite: _____

SAT Scores: Critical Reading: _____ Math: _____ Writing: _____

All test scores to be released must be on file with the guidance office from ACT or College Board.

To the following (check one):

- ALL college recruiters requesting information
- Specific colleges identified below:

Signature of Student

_____ Date _____

Signature of Parent (if student is under age of 18)

_____ Date _____

OFFICE USE ONLY			Scores Confirmed: _____		
COLLEGE	SENT	BY	COLLEGE	SENT	BY

Recruiting Materials

Information is on the JJP Football Website

Free Website: Freerecrutingwebinar.org; 47 min Webinar

Continue to update Counselors and Coaches with progress



Questions