



## How To Call a College Coach –

After you send your introductory email – now is the time to set up a call.

### Step 1: Prepare

#### A. Check their Roster/Website:

How many people are graduating your recruiting year?

Are there any players from Pittsburgh, or area schools?

Won/Loss Record

Read Coaches Bios

#### B. Do they have your major – or offer majors in your potential majors?

**Hint:** *Check Schedule & Don't Call on Game Day*

### Step 2: The Call

#### IF THEY ANSWER –

A. Introduce yourself – “Hello, name is \_\_\_\_\_, from \_\_\_\_\_ I play [POSITION] for SLAAM Basketball / High School.

B. I am following up on an email I sent you,

#### C. IS NOW A GOOD TIME FOR YOU?

**IF YES –** *(Goal is to get on their radar, getting them to watch a game, schedule a visit, agree to stay in touch)*

#### **TELL THEM:**

A. You have been following/researching their program

B. How Do's? - Get on their recruiting list / or Becoming part of their Program

**Ask them to explain their process and what they feel should be your next steps...**

*Be a GOOD Listener. Let conversation flow naturally, HAVE GOOD MANNERS.*

#### **THANK THEM for their TIME**

**IF IT IS NOT A GOOD TIME –** *(Goal – Schedule better time, agree to stay in touch)*

A. Ask them for better time – if they can't confirm one....

B. Follow up with email

C. Thank them for their time

D. Follow up with an email (confirming time, and adding anything they may have asked for)

**IF THEY DO NOT ANSWER -** *(Goal – Leave Message that will get them to call you or your coach back)*

A. Introduce yourself. (Same as if they answer)

B. Following up on Email I sent

C. Really interested in learning more about your program

D. Ask that they call you or coach back (Leave Number),

E. Let them know you will try again later (name time)

F. Thank them for their time

**G. Follow up with an Email**

