



PLAYER WORKBOOK

(PLAYER NAME)

STEP #1: DETERMINE YOUR WHY

Why do you want to play baseball in college?

#2: FORMULATE YOUR STRATEGY

PLAYER DEVELOPMENT GAME PLAN

Remember the two-step process to playing baseball in college:

1. Put in the hard work necessary to become a player who is talented enough to play at the college level.
2. Be strategic in the recruiting process and showcase your abilities as much as you can.

These two-steps must be taken in order. As the business saying goes, *“good marketing only makes a bad product fail faster.”* It is easy to pay to play on an expensive showcase team and go play on college fields. It is hard to put in the work to become a college-level baseball player. Don't neglect the first and most important step!

TOP 5 STRENGTHS	HOW WILL YOU IMPROVE YOUR STRENGTHS?

TOP 5 WEAKNESSES	HOW WILL YOU IMPROVE YOUR WEAKNESSES?

PERSONAL BASEBALL EQUATION

How important are the following factors to you?

Be honest with yourself here. None of these factors are necessarily better or worse, but they are different. It's important to understand what is important to you because college, and especially college baseball, is a huge commitment and a big decision. The best opportunity for a great experience comes from making a decision based on what is best for YOU, not anyone else.

Factor	Scale of 1-5 (5=most)	Why?
<p>Location How important is the school's proximity to home to you? Do you want to be close to home? Far away? Indifferent?</p>		
<p>Level (D1, JUCO, NAIA, etc.) Are you willing to go to a small school to play? Or, would you prefer a big school even if it means walking on?</p>		
<p>Academic Reputation What do you want in a school academically? Any particular programs you are already interested in? How much does the reputation matter to you?</p>		
<p>Athletic Dept. approach to athletics Do you want a school that prioritizes academics? Or, one that is more flexible with sports? i.e. What happens if a required class conflicts with practice?</p>		
<p>Opportunity to play early Do you want the chance to start as a freshman? Or, are you willing to work your way up? Are there upperclassman ahead of you? Does the school recruit JUCO transfers?</p>		
<p>Coaching Staff What do you want in a coaching staff? New? Experienced? Has the coach been there a while, or does he bounce around every couple of years?</p>		
<p>Cost What role does the cost play? How important is scholarship money in your equation? What is your approach to student loans?</p>		

#3: EXECUTE YOUR GAME PLAN

Embrace a Recruiting Mindset

Recruiting Mindset Notes

IT ONLY TAKES ONE

MAINTAIN A THICK SKIN

TRUST

Communicate Effectively

Communication Best Practices

Respond to everyone!

You will differentiate yourself from most recruits by simply being responsive. It's amazing how many phone calls, emails, and text messages are sent to potential recruits with nothing but crickets on the other end. Respond to every coach you hear from in a punctual, respectful manner and you will stand out in the crowd.

Craft an email template.

Working with a template is a huge productivity tip. You will be sending a lot of emails and there is no need to reinvent the wheel every time you send an email. In your email template, keep your email length to 2-3 paragraphs and include 4-5 bullet points with highlights you want to point out (i.e. 60 time, bat speed, ACT score, etc.). This length increases the likelihood that the coach will read the whole email, and the bullet points help make your email scannable for busy coaches.

Personalize emails.

You can should use a template for all your emails, but make sure you send the email to one coach at a time with a personal greeting to the coach in each email. Also, do your best to put a genuine opening paragraph that is specific to the school you are emailing. If a coach sees that they are part of a mass list they will delete the email immediately without reading it. Do your research and make sure you send the email to the recruiting coordinator at the school. Feel free to send it to the head coach as well, but make sure the recruiting coordinator is on there, too.

Be persistent (but reasonable).

Coaches are extremely busy so their turnaround time in responding may not be as quick as you want. Don't take that personally (remember the note about thick skin above?) Be reasonable in your expectations, but don't be afraid to be persistent with a follow up email if you don't receive a response within a couple of weeks.

Keep your options open.

Don't assume anything about any school. Welcome the conversation from any coach that shows interest, ask questions to learn as much as you can, and then use your equation to determine if that school is a good opportunity for you. It's easy to assume you know about a program or a school, but we would challenge that assumption. You never know what opportunity may end up being the best for you.

Be prepared to humbly sell yourself to coaches.

Why should a coach want you in their program? What do you bring to the table? Always be humble, but don't be afraid to share what you have to offer and how you'd contribute to someone's college program. Write this out. It's normal to be a little nervous when talking to a coach, so having a list of bullet points or even a script can be helpful.

EMAIL TEMPLATE EXAMPLE

Re: A future Duke Blue Devil Baseball Player?

Coach Pollard:

Congratulations on your season this year! I have no doubt that you wish you were still playing, but making the NCAA tournament for the first time since 1961 is really cool. Congratulations again!

My name is Matt Williams and I am emailing you because I want to be a Duke Blue Devil Baseball Player. The school and your program are exactly what I am looking for.

Here is some quick info about me athletically and academically:

- Catcher/Outfield
- 5'11", 200 lbs
- 1.9 pop time + 87 mph on throws
- 7.31 60 yard dash
- .450 career high school batting average
- 26 ACT
- 3.87 GPA
- National Honor Society Member

Also, if you're interested in seeing a skills video, you can click this link: [SKILL VIDEO LINK](#)

I would be glad to send you my summer schedule if you are interested, and please let me know if there is any other information you'd like from me.

Or, if there are any camps you are hosting or showcases you will be attending, could you let me know so that I can look at potentially attending those?

Thank you again for your time, and I hope to connect soon.

Sincerely,
Matt Williams
248-345-1809
mrwilliams18@gmail.com
Catcher/Outfield
Class of 2005
Northville, MI

Make Informed Choices

30 REALLY GOOD QUESTIONS

1	When do you normally try and finalize your roster for the following season?
2	Would I be able to meet with you on an unofficial visit?
3	How many scholarships are there for each class? How many do you have remaining?
4	How is your recruiting coming for my class? What needs are you still trying to fill?
5	Where do you typically evaluate your recruits?
6	Are there any tournaments, showcases, or camps that you would recommend I attend?
7	What kind of players succeed in your program?
8	What are the top 1 or 2 things you are looking for in a player that plays my position?
9	What are some popular majors for players?
10	Are there any specific or unique eligibility requirements for your school?
11	Do you have any academic eligibility requirements in addition to the NCAA/NAIA/JUCO standards?
12	Will I be able to major in _____?
13	What is the graduation rate for your program?
14	What are the housing options in terms of on-campus vs. off-campus?
15	What are your redshirt policies?
16	Do you recruit Junior College transfers?
17	What is your scholarship strategy? How do you allocate scholarships by position?
18	Are scholarships 1 year or 4 years?
19	Would I have the opportunity to earn more scholarship money throughout my career?
20	Do you cut players? If so, what could cause a player to be cut from the program?
21	What type of academic support is available to student-athletes at your school?
22	What are the required study hall hours per week?
23	Will I have the opportunity to earn playing time as a freshman?
24	What would I be expected to do in the summer time as a player in your program?
25	What is the best way to update you on my progress?
26	Does the baseball team have a dedicated athletic trainer?
27	What are the athletic training & support facilities like?
28	What type of support would I get if I were to suffer an injury?
29	Do you have any rules/restrictions about off-the-field activities? (e.g. skiing, intramural sports, etc.)
30	What, if any, baseball equipment am I responsible for providing myself?