

USA Gymnastics Webinar

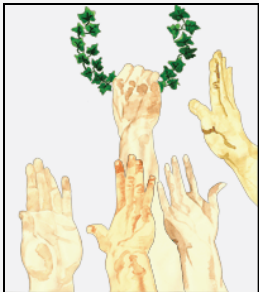
College Recruitment Updates

with

Tom Kovic

president of Victory Collegiate Consulting

"Reaching for Excellence"



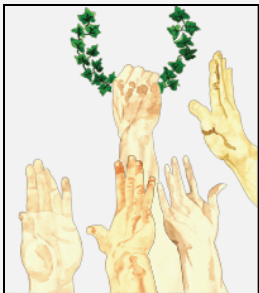
The College Recruiting Process

“These are four of the most important years in the lives of our children in that it will shape their direction for the future. We owe them our best effort in assisting them to prepare well and early, in order to maximize their chances in making great college choices.”

Tom Kovic

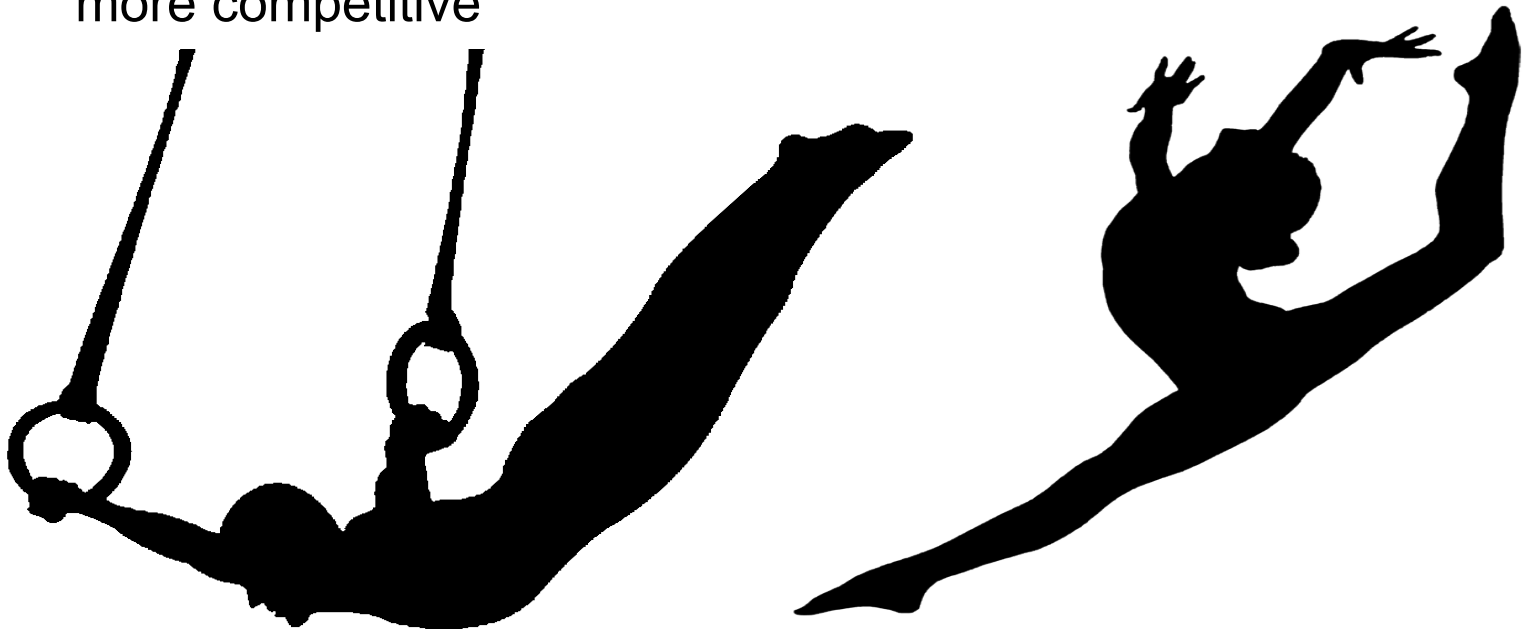


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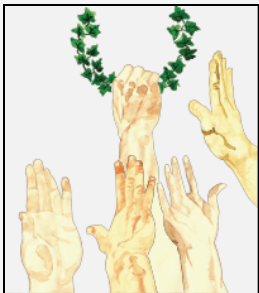


The College Athletics Culture

- Focus has changed drastically over past 25 years
- Coaches under tremendous pressure to win/fundraise
- Gender equity and Title 9 have opened up more opportunities
- Recruitment therefore, becomes essential and even more competitive



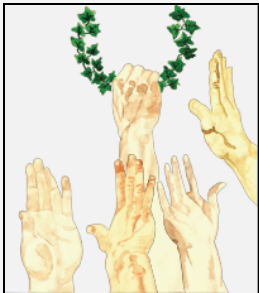
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Presentation Aims

- NCAA Recruiting Updates
- Key roles for Athletes, Parents and Coaches
- Family College Goals: Reach High but be Realistic
- Athletic Scholarships
- Creative Financial Aid Options
- Organize and Manage
- Final Thoughts

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College Sport is Big Business

- College athletics has become a business
- Budgets for non revenue sports have not increased by much over the years; therefore, coaches are expected to raise much more money to cover additional costs.
- Alumni support is directly proportional to team success
- Pressure to win is evident, even in lower tier sports (gymnastics)
- The spiral to success can move in either direction

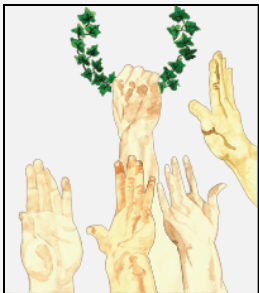
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NCAA Contact Updates

- **D-1** Coaches are now permitted to initiate phone, e-mail and text communications September 1 at start of junior year in high school.
- **D-2** Coaches can initiate phone, e-mail and text communications June 15 after sophomore year in high school.
- **D-3** Coaches permitted to initiate phone, e-mail and text communications beginning the freshman year in high school.

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D-1,2,3 Tactical Approach

Division 1

1. Large majority of gymnastics scholarship opportunities
2. Highly competitive recruiting environment
3. Walk-on prospects seen as equally important as scholarship prospects
4. Limited opportunity (4-7 prospects retained per year/college)

Division 2

1. 6 total programs in US sponsoring varsity gymnastics
2. Limited “partial” scholarship opportunity
3. Abundant walk-on opportunity
4. Gymnastics quality has improved exponentially over the past 10 years

Division 3

1. No athletic scholarships allotted
2. Financial aid packages can be very enticing for student-athletes and families
3. Very “balanced” academic-athletic-social environments

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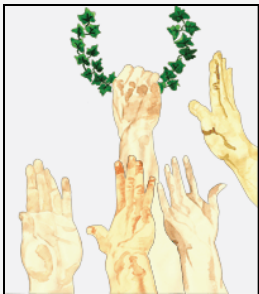


NCAA Academic Eligibility Requirements (2016)

- 16 core courses (4 years English; 3 years Math; 2 years science; 1 year addit. English, math or science; 2 years social science; 4 years additional from above list or foreign language, philosophy, religion.
- Minimum GPA: 2.3
- Corresponding SAT/ACT (Example: 2.5 GPA requires 1000 SAT or 85 ACT.
- Graduate high school



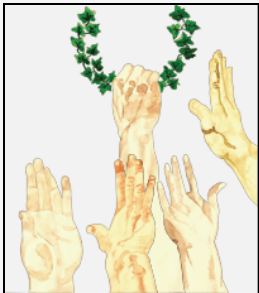
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Contact Tips

- Introduce prospect and family with the coach
- Find the correct fit.
- Be proactive to initiate all contacts
- E-mail Intro (followed-up by)
- Video evaluation (followed-up by)
- Profile evaluation.
- Involve your club coach with contacts to college coaches that compliment your effort.

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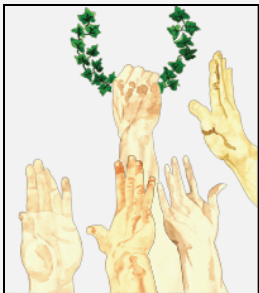
Evaluations

- Evaluations: determining the academic and athletic strength of a prospect.
- Determining the inner strength and core character of a prospect.

Evaluation Tools:

- Academic Transcripts and Test Scores (SAT)
- Profile (with short list of accomplishments)
- Highlight Video
- On Site Evaluations (Showcases/Competitions)

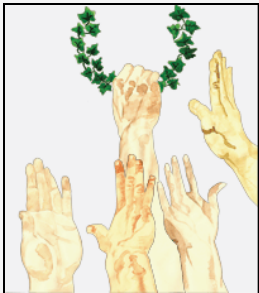
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The Club Coach Dynamic

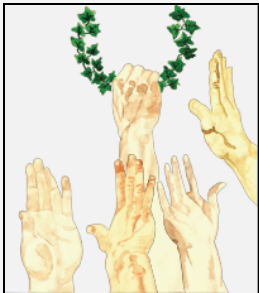
- One of the key elements to influence college coaches.
- Your club coach can strongly compliment your effort to impress college coaches.
- She knows you, your skill set, work ethic and true potential as an athlete.
- She will be candid and absolutely truthful in her evaluation of you as a true student-athlete and potential worthy team member.

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- Research a comprehensive grouping of college choices.
- Identify the talent pool on the team
- Determine a realistic approach to bridge the gap
- Met with your coaches to establish a plan
- Communicate with college coaches to determine their position and needs

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Athletic Scholarships

- Learn to get on the radar screen early
- Providing honest information
- How to get in the “A” file
- Early vs. Regular signing
- One year contracts renewed annually
- BCS (Big Ten, PAC 12, SEC etc.) 5 year exception

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Athletic Scholarships 2

Searching availability

- Women: 12 maximum scholarships per team is considered “fully funded program.” 12 is the maximum “Head Count” of athletic scholarship recipients any D-1 program may have
- D-2: 6 maximum scholarships that can be split
- D-1 Men: 6.3 maximum scholarships (Equivalency) per team is considered “fully funded program” Scholarships can be split
- D-2 Men: 5.4 maximum scholarships that can be split

What’s available and where do I stand?

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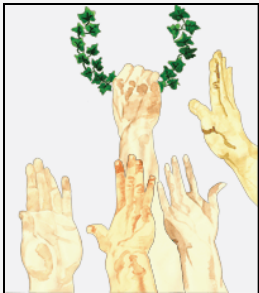


–Tactical: Grow relationships with the coaches to establish “sincere” interest in the program; Provide significant evaluation opportunities for the coaches (video updates); Include your club coach in the dialogue with college coaches.

Financial Aid

- Alternative strategy for non-scholarship schools or where scholarships are exhausted
- Utilizing “pre-reads” to determine family need base eligibility and identify family contribution level.
- Determine coach “conduit” potential to assist parents in seeking additional grant potential

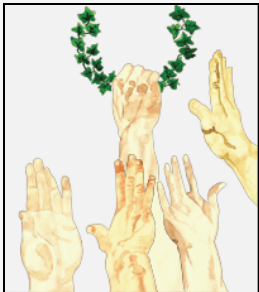
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Organize and Manage

- Begin early
- Plan your work and work the plan
- Takes you step by step through a demanding process
- The Team Approach
- Define clear objectives first
- Then define clear roles for the players
- Coordinating efforts
- Meet regularly to determine progress
- Make any necessary adjustments to the plan
- Examples of Team Areas

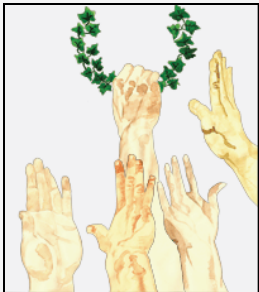
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Final Thoughts

- The educated consumers create more options
- Reaching for excellence as a habit
- The upward spiral to peak performance
- The benefit of the team approach
- Tweaking plans and getting it right
- A feeling in your heart

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