



the call is not an interview

The Recruiting-Call Confidence Script

Every email you sent, every metric you logged, and every showcase you paid for comes down to a phone call you cannot rehearse with anybody. This is the exact framework: how to open it, the four questions that turn a coach's feedback into your training plan, and what to ask before you ever say yes to an offer.

OPEN THE CALL · THE BLUEPRINT QUESTIONS · THE LOCK-IN CLOSE · BEFORE YOU SAY YES · BUYING TIME

why the call decides it

Nobody Freezes Because They Are Not Good Enough.

They freeze because they walked into the call with nothing prepared. The coach asks three questions, the athlete answers three questions, somebody says "we will be in touch," and the call ends with no next step, no feedback, and no idea where they actually stand. Then the offer call comes and the same athlete says yes inside of four minutes, without knowing whether the money renews after freshman year. A recruiting call is not a test of your personality. It is a meeting you are allowed to run. The four minutes of prep in this script are the difference between hoping the call goes well and knowing what you are walking out of it with.

WHO RUNS WHAT The coach decides who gets a spot. You decide what you learn on the way there. Their job on this call is to evaluate you. Your job is to leave with a training blueprint, a locked follow-up date, and enough answers to make a decision your family can live with for four years.

4

BLUEPRINT QUESTIONS

1

FOLLOW-UP LOCKED,
EVERY CALL

4

QUESTIONS BEFORE
YOU SAY YES

2

SCRIPTS FOR BUYING
TIME

THREE MOVES, AND WHAT EACH ONE IS FOR

MOVE ONE

Control the Frame

the first 30 seconds

Ask how much time they have, let them go first, then run your questions. You are not interrupting their day. You are respecting it out loud, then using what is left.

MOVE TWO

Take the Blueprint

four questions, every call

Four questions turn a vague conversation into a written list of what this staff wants you to improve, and a follow-up date to prove you did.

MOVE THREE

Protect the Decision

before you say yes

A verbal offer is non-binding for both sides. Four questions and two time-buying scripts stand between excitement and a four-year commitment you did not read.

FOUR WAYS A RECRUITING CALL QUIETLY GOES SIDeways

01 THE CALL WHERE YOU DID ALL THE TALKING

You answered everything they asked and asked nothing back. Twenty minutes of your best material, and you hung up knowing exactly as much as you did when it started.

03 THE YES YOU GAVE IN FOUR MINUTES

The offer came, the room got loud, and you committed before asking whether the aid renews, who else is coming in at your spot, or what happens if you tear something in August.

02 THE NICE CALL WITH NOTHING BEHIND IT

Great energy, real interest, no next step. Two months go by, the staff is deep into another class, and there is no reason left for anybody to pick the phone back up.

04 THE DEADLINE YOU TOOK AT FACE VALUE

Forty-eight hours to decide, so you decided. Most of those clocks are negotiable, and the staff's reaction when you ask tells you more than the offer itself does.

section one

Open by Respecting Their Time. Then Use It.

Two sentences set the whole call. The first tells you how much room you have, so you know whether you are asking four questions or two. The second hands the floor to the coach, which is where they were going anyway, and buys you the back half of the call to run your own agenda. Say both, in this order, every time.

BEFORE YOU DIAL Quiet room, door closed, headphones out, phone on the charger. Stand up when you talk. Have your transcript, your current metrics, and a blank page for notes in front of you, and know how to pronounce the coach's last name before it comes out of your mouth.

first thing out of your mouth

"Hey Coach [Last Name], I appreciate your time today. How much time do you have for me right now?"

Then stop talking and let them answer. Five minutes means two questions and the close. Thirty means the whole script. Either way you know, instead of getting cut off halfway through the one question that mattered.

second thing, before your questions

"Awesome. Before I jump into a few questions I had prepared, did you have any questions for me first?"

This tells them you came prepared and lets them evaluate you first, which is what they called to do. Answer honestly and briefly. When they run out, the floor is yours and nobody has to hand it to you.

THE FORK · DECIDE THIS IN THE FIRST TWO MINUTES

- A This is an introductory or evaluation call.** Go to Section 2 and run the four Blueprint Questions, then close with Section 3.
- B They are making an offer on this call.** Skip to Section 4 and run the four questions you ask before you say yes.

you can be excited and still be the person in the room asking the next question.

- ☐ **Write the four questions on paper before you dial** **TWO MINUTES**
Not in your head, not in your notes app behind the call. On paper, in front of you, so you can look at them while a Division I coach is talking and not lose your place.
- ☐ **Take notes in real time, not from memory afterward** **DURING THE CALL**
Their answer to question three becomes your training plan and your next email. Write it in their words, not your summary two hours later.
- ☐ **Let silence sit** **THE HARD ONE**
After you ask a question, stop. The pause feels three times longer to you than it does to the coach, and the answer you get by waiting is always better than the one you talk over.

section two

Four Questions That Turn a Phone Call Into a Training Plan.

These are not icebreakers. Each one pulls a specific piece of information out of the staff: whether there is a spot, why you are on their board, what they need you to fix, and what they expect four years from now. Ask them in this order. Question three is the one that changes what you do in the weight room on Monday.

IF THEY ONLY GAVE YOU FIVE MINUTES Ask one and three. Position availability tells you whether this is real, and the development answer gives you the blueprint plus your reason to call back. Everything else can wait for the follow-up.

01 Position Availability IS THIS REAL

"Are you still looking to fill [Your Position] positions for my class, [Graduation Year]?"

Ask it early, because every other answer depends on it, and a staff that already signed two at your spot is not going to volunteer that. If the answer is no, you just saved yourself six months of updates into an inbox that was never going to open.

02 Current Evaluation WHY YOU

"What specifically about me as an athlete caught your attention?"

Their answer is your leverage for the rest of recruiting. Whatever they name is what your film, your emails, and your next update should lead with, at every school on your list. It also tells you fast whether they have watched you play or read a name off a list.

03 The Development Blueprint THE ONE THAT MATTERS

"What would you like to see me specifically improve in order to earn a spot on your team?"

This is the whole reason you called. You are asking a college coach to hand you a personal training plan, and most of them will, because you are the rare recruit who asked. Write down exactly what they say. It becomes your off-season focus and the subject line of your next email to them.

The exact skill or metric

Their number, if they give one

Their timeline

Who on their roster does it well

04 The Four-Year Expectation WHAT YOU ARE SIGNING UP FOR

"For my position, what would a successful four-year career in your program actually look like?"

Most recruits ask about freshman year. This asks about the whole deal, and the answer tells you whether they see you as a starter, a developmental piece, or a body at practice. A staff with a real plan for you can describe it. A staff without one talks about the program and never mentions you.

how to write the answers down

ON PAPER, DURING THE CALL

- Their exact words on question three, not your paraphrase.
- Any number they name, and the date they attach to it.
- Anything they say twice. Repetition is the priority list.

how these questions get wasted

THREE WAYS IT GOES FLAT

- Running all four when they told you they had five minutes.
- Talking over the pause instead of letting them think.
- Taking "get stronger" without asking where, and by how much.

section three

Never Hang Up Without the Next Touchpoint.

The most common way recruiting dies is not rejection. It is a good call that ends with "we will stay in touch," which means nobody owns the next move and nobody makes it. The close fixes that in one sentence. You use their answer from question three as the reason to call back, so your follow-up is not a check-in. It is a report on the exact thing they told you to go fix.

SAY IT BEFORE THEY SAY GOODBYE The moment the coach starts wrapping up is the moment you run this. It takes eleven seconds and it converts a conversation into a scheduled relationship with a date attached to it.

the close, word for word

"Awesome, thank you, Coach [Last Name]. I really appreciate your time. I will be following up with you in two months with updates on my [the specific metric or skill they named in Question 3]."

Notice what this does. You are not asking for permission and you are not asking them to do anything. You are telling a coach that in two months you will show back up with proof, on the exact item they asked for. Now put that date in your calendar before you put the phone down, and put it in green next to everything else in recruiting season.

*what a real follow-up contains***TWO MONTHS LATER, IN THEIR INBOX**

- The thing they told you to improve, and where the number is now.
- New film, cut to show that specific skill, not a full-game link.
- Updated GPA or test score if either one moved.
- Your upcoming schedule, so they can come watch if they want to.
- One line asking what to work on next. That sets up the next call.

*how the close gets wasted***FOUR VERSIONS THAT DO NOTHING**

- "I will keep you posted." No date, no deliverable, no reason to reply.
- A follow-up that reports on something they never asked about.
- Two months turning into five, so the update lands after the class filled.
- Naming a metric you have no way to measure by the date you promised.

THE CALL LOG · FILL THIS OUT WITHIN TEN MINUTES OF HANGING UP, WHILE IT IS STILL EXACT

DATE & SCHOOL

COACH NAME & TITLE

WHAT CAUGHT THEIR ATTENTION (THEIR WORDS, Q2)

WHAT THEY WANT IMPROVED, AND BY WHEN (THEIR WORDS, Q3)

SPOT OPEN FOR MY CLASS? Y / N

FOLLOW-UP DATE, ON THE CALENDAR

section four

A Verbal Offer Is Non-Binding. For Both Sides.

That cuts in the direction people forget. You can walk, and so can they. Which is exactly why the four questions below get asked before you accept anything, while you still have the one piece of leverage you will ever have with a staff: you have not committed yet. None of these are rude. Every one of them is a question the coach has answered before, and how they answer is its own piece of information.

SAY THIS FIRST "Coach, that means a lot, thank you. Before I take this to my parents, can I ask you four quick things?" Nobody has ever pulled an offer over that sentence, and it buys you the space to ask all four without it feeling like an interrogation.

01 Financial Aid Guarantee THE MONEY

"Is this financial aid or scholarship guaranteed for all four years, or is it re-evaluated annually?"

● **Green flag.** A clear four-year answer, in writing, with the renewal terms explained without you having to push.

● **Red flag.** "That is a paperwork question" or a number that changes when you ask about year two.

02 Roster Depth & Competition THE PLAYING TIME

"How many other players are you bringing in at my position for this class, and what is my realistic shot at playing time early on?"

● **Green flag.** A specific number, who is ahead of you, and an honest read on year one.

● **Red flag.** "You will get every chance to compete," with no numbers anywhere in the answer.

03 Injury Protection THE WORST CASE

"What happens to my financial aid or scholarship if I sustain a season-ending or career-ending injury?"

● **Green flag.** A staff that has an answer ready, because they have had to use it before.

● **Red flag.** Discomfort, deflection, or "that is not going to happen to you."

04 Academic Integration THE DEGREE

"How does the staff handle practice and travel when they conflict with required classes for my major, [Your Intended Major]?"

● **Green flag.** They name current players in demanding majors and how the schedule works around labs.

● **Red flag.** A suggestion that you pick a different major once you get on campus.

BEFORE YOU HANG UP ON AN OFFER CALL · THREE LINES, IN THIS ORDER

01 "Coach, thank you. This means a lot to me and to my family."

02 "Can you send the aid terms in writing so my parents and I can read through them?"

03 "Here is the timeline I am working with." Then run Section 5.

excitement is not a decision. no offer worth having disappears because you slept on it.

section five

The Exploding Offer, and How to Ask for Room.

Some deadlines are real. A staff has limited spots and cannot hold one open forever. Plenty of others exist to make you decide before you can compare. You do not have to know which kind you are looking at. You just have to ask, in a way that shows you are taking the school seriously. Both scripts name what you like about the program, give a real reason for the delay, and put a specific date on it.

NEVER DO THIS Never ask for time with a vague "I need to think about it." That reads as no. Name the date, name the reason, ask if it works.

SCRIPT A · LONGER RUNWAY, GATHERING OPTIONS

"Coach [Last Name], I am extremely interested in [School Name], especially because of [specific reason: the engineering program, the culture you built, how you develop my position]. My parents and I really value education, so I see this as a massive opportunity. I do want to give myself until [Target Date], when coaches can officially reach out, so I can gather all of my options and make the best long-term decision. Is that fair?"

"is that fair" is the whole close. it is hard to say no to fair.

SCRIPT B · SHORT WINDOW, TWO TO THREE WEEKS

"Coach [Last Name], I absolutely love your school and your program. I want to see if, over the next couple of weeks, I can secure offers from a couple of other programs on my list, so I can make the best decision for my family financially, academically, and athletically. Would you be open to giving me until [Specific Date, two to three weeks out] to finalize my decision?"

two weeks is enough to move every other school on your list.

What if they say no?

Take a breath, because you just got the most useful information of the call. A staff that refuses any reasonable window and threatens to pull the offer on the spot has shown you how they operate under pressure, and how they treat you once you are on campus with no leverage left.

A program that respects you gives you room to decide. One that corners you with a clock is showing you the next four years. Letting that go is not losing an offer. It is making room for the program that actually wanted you.



Recruiting calls, offers, visits, and camps are governed by current NCAA, NAIA, and NJCAA rules, which differ by division, sport, and graduation year and change often. Confirm contact periods for your sport before initiating a call. Scholarship, aid, and injury-protection terms are set by the institution, not the coaching staff alone. Get every financial commitment in writing, and review any aid agreement or National Letter of Intent with a parent or guardian, and with the school's financial aid office, before signing.