



HOW TO GET **RECRUITED!**

WHAT NOBODY IS TELLING YOU!

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(What nobody is telling you...)

by Charlie Nootbaar -- NPA West

So you want to get recruited or you want your son or daughter to get recruited to play at the next level (probably in college)? You're an athlete. You're a parent... You want to enjoy that experience of playing at the next level, being able to continue playing the game that you really love (or you want to do everything you can to help your son or daughter achieve that experience). I totally get that.

Well, let me just cut right to the chase. **You could go to thousands of camps and it won't make a difference.** Now, some of those camps are important. I'm not going to say that they're not. But the number one most important thing, or the easiest way for you to get to college, **is to have an advocate.**

What do I mean by an advocate?

It's a high school coach, travel team coach, maybe a scout team coach, or even a former college player who knows coaches in college that can help you get recruited. We all want to continue to play at the next level or we all want our son to continue playing at the next level... It doesn't matter who you are.

My oldest son played with super agent Scott Boras' kid. This guy's worth hundreds of millions of dollars, maybe a billion dollars... And I can tell you when he was sitting in the stands, watching his son play, he was just like you and me. His son would come to bat and out would come the camera and he'd take pictures of his son, because he just wanted to capture those moments that we all get to feel and enjoy as a parent. And as a kid, you want to be able to enjoy that experience of having that group of guys, continuing that kind of fraternal atmosphere of playing at the next level.

So how do you do that? Well, I want you to stop and look at things from a coach's perspective. Now, a lot of these coaches, the colleges, they put on these camps and you see them all over the place. You've got 30 kids. You have 50 kids. Maybe you got 100 kids at these camps or prospect camps or whatever you want to call them. How do you stand out? Or how does your son actually stand out in front of the coaches? It is so hard. So hard because... **the kids all look very similar.**

And then you've got these show ponies... The kids that have gone to so many camps. They've got it all figured out. They know how many ground balls they're going to get, and they've got that whole routine figured out... If they're in the outfield, how many fly balls, or if they're hitting, they just look awesome at BP. In the big leagues,

they call them five o'clock All Americans... or five o'clock MVPs. The guys who can just hit homers in BP all day. But what the coaches want to know is can these kids play in games? It's why it's so hard for them to recruit out of a camp.

That's where the advocate comes in.

Let me tell you a personal story about my older son. Both of my boys got to play college baseball. My older son, when he was in high school -- and this is where it really dawned on me. I've talked to other coaches and they've confirmed exactly what I'm telling you -- but when he was in high school, he was going to go to a college camp at a big elite college program. This is a program that's been to the college world series. But before he went, he told his high school coach that he was going to go to this camp, and so the high school coach knew the head coach at that university, and before he went, wrote him a letter, and this is a high school coach that has been around for decades. An old school coach. I think he Actually hand wrote a letter. I don't even think he sent an email. I think back then he still hand wrote his letters...

But it made all the difference. My son shows up to the camp and I'm up in the stands, just like a lot of the other dads and moms, watching the camp unfold just like you, where we don't know the difference between one camp and the next. We just figured we have to go to all these camps. But we get to this particular one and sure enough, about an hour in and they're taking batting practice or doing drills and guys are out shagging fly balls and my son's out in short centerfield... The head coach walked out to my son and sat there and chatted with him for about 10 minutes. He didn't do that to any of the other kids at the camp.

It was plainly obvious what had happened. My son confirmed it when he got back and said, *"Yeah, because coach wrote him a letter, he came up and talked to me, talked about my goals and things that I want to do as a kid to get into college and whatnot."* But that made all the difference in the world. He gets done with that camp, recruiting letters start coming in, word gets out that my son's being recruited by this school and that other school starts showing interest... Unbelievable.

Now I want to put it in terms that you, as a parent, can kind of identify with and understand why this would make sense. So if you're at an office or some work environment and you're going to try to hire new people, you get a ton of resumes. They come in online, or through the mail or whatever, and you're going through all these resumes, and boy is it difficult to pick one from the other, isn't it? Very, very difficult. However, if you have a recommendation from somebody you know and trust and he or she says, *"Yeah, this candidate would really fit your company style. I've seen him work. He does good work. For whatever reason, this is the perfect place for him."* Guess who gets put at the top of that resume list? We all know people get hired based on who they know or the recommendation they got from somebody else. It's just so difficult to make that decision based on a piece of paper. It's the same for college coaches trying to fill out their rosters, looking at a bunch of kids

running around at a camp that all look really similar. So you've got to find that advocate to go to bat for you: High school coach, travel team coach, scout team coach, former player, whoever it is...

Now, of course, once you get that advocate, when you do go to that camp or go visit that coach or he comes out to see you... you have to prove to him that you can perform. This was the case with my son. They came out and started watching him play in games because they want to make sure that you can actually perform in a game and not just at a camp... You need to show that off and showcase your tools in a game setting. You need to show off that arm strength, whether you're an infielder throwing across the diamond or an outfielder throwing to bases, you need to be able to show that off. You need to be able to show that you can play defense. Pitchers, you got to show that you can throw strikes, throw hard, command different pitches, etc... Hitters, you got to be able to show that you have a quick bat. Bat speed. Exit velo... You really got to show that you are above the level of your peers that you are playing alongside.

Now on [our website](#), we've got a bunch of stuff (Velocity Bats and Throwing Programs) that can help you with that.. Visit NPAWest.com to learn more!

But number one: **Find yourself an advocate that will go to bat for you or for your kid and help him get on top of that resume pile.**