



## **WHO IS & WHY MARK?**

Major League Baseball Agent  
(Over 20 Years In Sports)

Represent Over 75 Players & Families (including All-Stars)

From Westchester County, New York

Graduate of Stonehill College  
(4-year starter & team captain)

Know Positive Impact This Decision Can Make  
(On & Off Field)

Passion To Help You & Your Team  
(AD, Coaches & Guidance)



# CHARACTER MATTERS!

## *Social Media, Volunteering, Anti-Bullying & College Athletics*

Speaker Mark Leinweaver of PERFECT PLAYCEMENT is an MLB Sports Agent & former non-scholarship Division II athlete who has spent two decades working in pro & college sports.

He educates students, parents and coaches on how *Character Matters*, now more than ever, and how to best approach the college selection & so-called “recruiting” process.

ALL high school student-athletes, in addition to athletics & academics, must be...

1. Aware Of Social Media Dangers & Consequences
2. Volunteers In Their Community
3. Leaders In Anti-Bullying

ATHLETES who actively participate on their varsity & summer teams *could* play at the next level but **HAVE TO** identify and pursue that “perfect” college **FIRST** and the sport second. That includes the **STUDENT** learning how to call & email a coaching staff and what to say.

Making ANY college program is difficult! Stats show that over **95 to 99%** of athletes are a better fit for **Division II & III** colleges. About **8%** of high school seniors will make ANY college team – regardless of sport, gender or athletic division level (**D I, II, III & NAIA...combined!**).

AND...getting cut does **NOT** mean a collegiate career is over – as volunteer roles as a non-player with the team exist & could be a great option for freshman while adjusting to school.

This is more than being prepared for college athletics...it’s about being prepared for life!

[www.perfectplaycement.com](http://www.perfectplaycement.com)



## **Percentage of high school athletes who earn a spot on a Men's or Women's Division I team...**

Less than 3% for Football, Water Polo, Field Hockey, Lacrosse, Golf, Swimming, Track, Soccer and Cross Country.

Less than 2% for Baseball, Softball and Tennis.

Less than 1% for Basketball, Wrestling and Volleyball.

Ice Hockey has the highest percentage of high school to Division I players at less than 5%.

*Those percentages reflect just making the team - NOT receiving scholarship money.*



VOICEMAIL / CALL

Hi Coach NAME.

This is NAME and I am a CLASS at YOUR High School in CITY STATE.

I'm calling to introduce myself because I am very interested in COLLEGE NAME and I plan to visit the campus with my family on DATE.

I'm definitely interested in the ACADEMIC program and obviously playing for your SPORT YOU PLAY program as well.

I'm the starting POSITION on my varsity high school and summer travel team. I have a X.XX GPA and a XX ACT/SAT score.

In addition to being an athlete, I am a member of the ORGANIZATION and I volunteer in the community with CHARITY.

I appreciate that you are very busy with your team but I did want to reach out directly to let your know my sincere interest in COLLEGE NAME and meeting you personally on my visit to campus.

Again, this is NAME and my cell phone is NUMBER.

Thanks Coach. I look forward to speaking with you.



EMAIL

Hi Coach XXXX,

I also left a voicemail on your office line.

My name is NAME and I'm writing to introduce myself because I plan to visit and tour the COLLEGE NAME campus with my family on DATE. I am interested in the ACADEMIC program and, of course, playing SPORT YOU PLAY for your team.

I am a CLASS at YOUR High School in CITY, STATE with a X.XX GPA and a XX ACT / SAT score.

On the field, I play POSITION on both my varsity high school and summer travel team. This past season, I PROVIDE BRIEF STATS and am happy to send you game and practice video.

In addition to being an athlete, I am a member of the ORGANIZATION and I volunteer in the community with CHARITY.

I understand that you are very busy with your team but I did want to reach out directly with my sincere interest in COLLEGE NAME. I would appreciate the opportunity to speak with you about your program and, before or after my visit, meet you in person.

Thank you Coach and I look forward to hearing from you.

NAME

YOUR High School, Class of 'GRADUATION YEAR

PHONE



## **What Might A College Coach Ask When You Visit Their Campus?**

What might you want to study in college?

What are your interests outside of the sport and academics?

Why is playing in college important to you?

What aspect of your game needs improvement?

What type of person are you? Describe yourself.

How could you make our team better when not on the field?

## **What Should You Ask A Coach When You Visit Their Campus?**

Do you have an organized study hall for players?

Will an academic adviser monitor my progress each semester?

Do you allow your athletes to pursue work-study programs to off-set costs?

How much class time is missed due to travel or road games?

How would you describe the campus life?

What is your opinion on internship programs, including during the season?



## **CORE OF CHARACTER!**

### ***Social Media Awareness***

**Social Media Dangers & Consequences of what NOT to say & do**

### ***Volunteer In Your Community***

**Special Needs (google Unified / Pioneer / Miracle League Special Olympics CITY)**

**Inner-City Athletic Non-Profits (google not-for-profit youth "SPORT" CITY)**

**Animal Rescue (google not-for-profit animal shelter CITY)**

### ***Anti-Bullying***

**Lead On & Off The Field...and Don't Follow – it's your role as an athlete**

**How to address & overcome if *YOU'RE* getting bullied!**

**[www.perfectplacement.com](http://www.perfectplacement.com)**

