



GENERAL SCRIPT FOR CALLING COLLEGE COACHES

Introduction

“Hi Coach Brown, my name is Jane Doe and I’m an outside hitter at ABC High School. I recently sent you an email with my highlight video and wanted to follow up with you! Do you have a few minutes to talk right now?”

In your introduction, bring up the specific reason you emailed the coach: Was it to [send them your highlight video](#), to show them your top stats and accolades or to arrange an unofficial visit? Be specific here.

Coach

“It’s not a good time”

You

“No problem! When would be a better time for me to call you back?”

Wait to see what the coach says. If they need to consult their calendar and get back to you, let them know you’ll follow up via email to schedule a better time. Try to set a meeting during this call, but if that’s not possible, don’t force it! Either way, let them know you’ll be in touch. If a coach says that they are not interested in recruiting you at this point, that’s OK. You can always ask them for advice in the recruiting process. Be sure to thank them for their time.

Coach

“I can talk right now”

You

“Great! I’ve been following your program for a while now, and was really impressed by your win against XYZ State last weekend. I’d love to learn more about what you’re looking for in an outside hitter.”

At this point, you can start asking the questions that you have prepared. The coach will probably want to ask some questions of you, as well. Make sure that you listen attentively to what the coach has to say and take notes to reference later on.

Coach

“I have to get off the phone”

You

“Thank you so much for taking the time to talk to me! I’ll resend you the email I sent on Tuesday so you can take a look at my highlight video when you get a chance. I’m looking forward to hearing your feedback!”

No matter how the phone call went, be sure to thank the coach for their time. If this is the first of many calls—or the only call you have with this coach—you want to leave them with a positive impression of you.