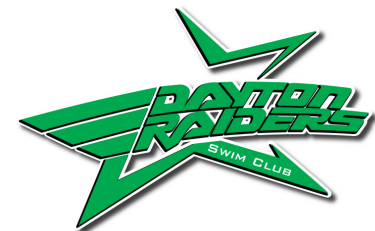


# Welcome to Dayton Raider College Recruiting

- 1) Introduction
- 2) Agenda
- 3) Goals



# Gary Galbreath

- Assistant Head Coach of the Gold group
- Lead Coach of the Silver group
- Leads the Raider college recruitment effort



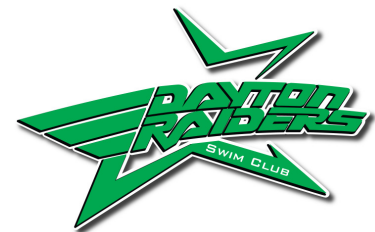
# Today's Agenda

- Situation Analysis
- Program Rationale
- Vision
- Stages
- Costs/Payment options
- Q&A
- Next Steps



# Today's Goals

- Help you understand the program
- Answer any and all questions you may have
- Provide enough detail to help you decide if this program is right for your family.



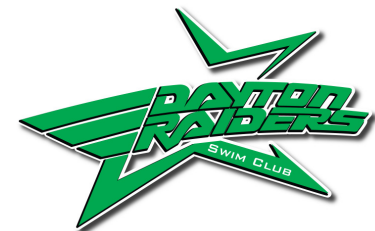
# The Situation

- Some Raiders have enjoyed significant success in collegiate swimming.
- There have also been a reasonable number of notable misfires and resets.
- The latter is the major reason why we chose to begin this program.



# Situation Analysis

- The lure of a particular swimming program.
- Swimming at a D1 school.
- Another pitfall: Lack of investment in planning
- This program is designed to help you get it right the first time.



# Our Rationale

Our rationale is simple and straightforward.

- The student/athlete can benefit from external guidance at this important point in their life.
- To make the best possible college choice, they need to be highly focused and realistic.



# The Vision

- Our vision is to assist student/athletes throughout the entire college recruitment process to help facilitate a balanced approach to their decision-making, with the goal of finding the best possible fit in a college where they can continue their swim careers.





# Program Stages

- The Freshman/Sophomore years
- The summer prior to the Junior year
- The Junior year
- The summer prior to the Senior year
- The Senior year
- The post-signing period



# The Freshmen/Sophomore Years

- Establish initial “wish list” of schools.
- Discuss academic/athletic goals.
- Discuss geographical restrictions on schools.
- Discuss individual financial needs.
- Establish initial contact with recruiting coaches and express swimmer’s interest in school.
- Inform Coaches of training being done during season.
- Notify coaches of swimmers progress after big meets (IE: Makos; HS Sectional, Districts & State; Senior Championships; Sectionals or Jr. Nationals.
- Continue regular, casual contact with key recruiters.



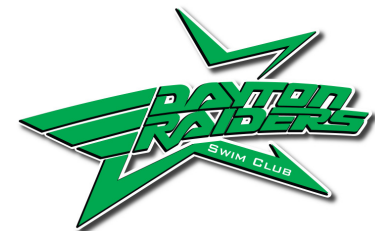
# The Summer Before Junior Year

- Dial-in academic/athletic goals further.
- Second draft of list of prospective schools.
- Re-affirm status of geographical restrictions.
- Zero-in on financial/scholarship needs.
- Revise list of recruiting coaches.
- Discuss upcoming ACT & SAT testing.



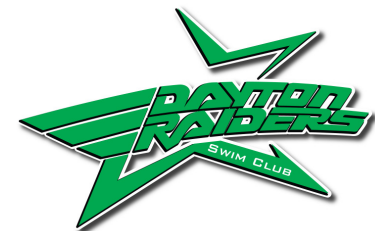
# The Junior Year

- Comparison of academic interests vs. schools' strengths.
- Interview coach to establish a view of team dynamics.
  - Understand the main goals for each team.
  - Define the academic expectations for athletes in program.
  - Establish the social expectations of swimmers.
- Keep recruiters abreast of training regimen and swimmer's aquatic/academic achievements throughout the season
- Video tape swimmer in training and in competition for submission to recruiters.



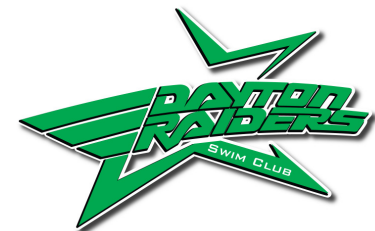
# The Summer Before Senior Year

- Prepare swimmer and family for official contact from prospect schools beginning on July 1<sup>st</sup>.
- Help athlete establish key issues to include in the discussion.
- Help student and parents decide the five schools for official visits.
- Maintain contact with recruiters to test level of interest in swimmer.
- Fine-tune focus on research of scholarship/aid opportunities.



# The Senior Year

- Focus on the individual aspects of official visits.
- Continue to research and help negotiate the scholarship/aid opportunities.
- Help swimmer narrow the choices of schools through comparative analysis of strengths and weaknesses against a refined set of goals.
- Compare signing options: Early or later.
- Help swimmer/family make the final decision.
- Assist in developing the final deal.



# The Post-Signing Period

- Keep coach informed on athletic and academic achievements after signing
- Stay in contact with Coach regarding details of training being done.
- Help to tie-up any remaining loose ends.



# Program Costs/Payment Options

- The program costs \$1,500.
- For non-Raider swimmers, it's \$2,250.
- There's a 10% discount for advance payment.
- Raider swimmers receive preference.
- Payments can be made monthly through ACH.
- The monthly payment formula: The number of months left to graduation divided into \$1,500.
- Our case:  $\$1500 / 33 \text{ mos.} = \$45 \text{ per mo.}$

