



## Workshop II - Making the Decision

The focus of Workshop II is *Making the Decision*. Areas include financial assistance, strategic plan on marketing the student-athlete, commitment to a college, and update of recruiting regulations. Objectives include:

1. Describe the types of financial assistance available to prospective student-athletes.
2. Identify stipulations on qualifying for financial aid.
3. Identify the differences among financial aid.
4. Identify the letter of intent: what it is, what it means, and what happens if one decides to not go to school or to go to another school.
5. Develop a strategic plan for marketing the student-athlete.
6. Effectively prepare and take SAT/ACT college entrance exams.
7. Update recruiting regulations; be aware of differences among sports.

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**Collegiate Athlete**  
Educational Program

*Over a four to five year period, parents could potentially save up to \$200,000 with their son/daughter receiving an athletic and/or academic scholarship!*

**YOU CANNOT AFFORD  
TO MISS OUR WORKSHOPS!**

## Introduction to Program

### Mission

The mission of the **Collegiate Athlete Educational Program (CAEP)** is to provide education, information, and the tools enabling parent(s) or legal guardian(s) and potential collegiate student-athletes (sons or daughters) the opportunity to make the best decision in the selection of a college.

### Purpose

Because of the importance in selecting the right college and the goal for all to enjoy the process, one can never start too early. This decision should only be made once, and it is a joint effort between parent(s) or legal guardian(s) and their sons or daughters.

### Important Website links:

#### Collegiate Athlete, Inc:

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

#### NCAA Guide for the College-Bound Student-Athlete:

[www.ncaa.org](http://www.ncaa.org)

#### NCAA Initial-Eligibility Clearinghouse:

[www.ncaaclearinghouse.net](http://www.ncaaclearinghouse.net)

#### Personal Athlete Websites/Listing:

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

## Overview of the Program

The **CAEP** includes a series of three sessions:

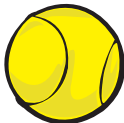
- **Introductory Seminar** – The Big Picture (1 hour) - **No Charge**
- **Workshop I** – Developing Your Action Plan (2 hours) - \$149.00
- **Workshop II** – Making the Decision (2 hours) - \$199.00



## Introductory Seminar

The focus of Introductory Seminar is **The Big Picture**. The objectives include:

1. Acknowledge the importance of this being a partnership between student-athlete and parent(s) or legal guardian(s).
2. Identify the student-athlete's personal goals for college.
3. Identify the importance of early preparation: academically, athletically (physically and sport-specific), and psychologically.
4. Identify how collegiate coaches approach the recruiting process.
5. Identify the various collegiate options from NCAA Division I, II, and III schools, NAIA, to junior colleges (NJCAA) and community colleges.
6. Identify the NCAA initial eligibility clearinghouse: where it is, what it is, why it's required and what needs to be done.
7. Define core courses for different divisions.
8. Identify NCAA approved core courses, required grades for eligibility, and sliding scale.
9. Identify ACT and SAT college entrance exams, preparation for, and scores required plus where and when they are given in one's locale.



## Workshop I - Developing Your Action Plan

The focus of Workshop I is **Developing Your Action Plan**. It consists of academic preparation, recruiting regulations, marketing yourself, and considerations going into selecting the most appropriate college to meet those needs. The objectives include:

1. Develop your action plan for selecting the most appropriate college.
2. Utilize a worksheet to record core courses and GPA that reflect NCAA initial eligibility standards. Also go online to NCAA, NAIA and NJCAA websites for identifying initial eligibility standards.
3. Explore how the student-athlete can work with his/her high school guidance counselor and outside counseling services regarding college preparatory course selection and academic advancement.
4. Define terms: prospective student-athlete, contact, contact period, dead period, evaluation, evaluation period, quiet period, official visit, unofficial visit, and sport-specific calendars.
5. Utilize the Internet for accessing information about colleges and utilize 3rd party websites.
6. Identify considerations: academics, athletics, financial aid, campus life, location and community.
7. Identify basic guidelines on how to market the athlete from cover letter, statistical profile, videotape and personal website to the use of recruiting and scouting services.
8. Identify additional opportunities beyond junior high and high school participation such as elite, select, club and AAU teams, sports camps, etc.
9. Review and continually update an action timeline (before 9th through 12th grades). Develop a sport-specific action timeline.
10. Enhance preparation and take SAT/ACT college entrance exams.