

SO YOU WANNA BE AN AGENT?

MODULE 6 || RECRUITING 101



Recruiting Categories:

1. FAMILY

- Who are they? What is their background? Siblings? Parental status and career?

2. ACADEMICS

- What kind of student are they? Do they get their work done on time? Grades?
- Outside academic interests?

3. PERSONALITY

- What type of character do they have? Vocal leader?
- Relationships with teammates, teachers, coaches?

4. BASKETBALL SKILLS

- Duh. They need to be good! What position do they play?
- What is their best skill? How is their IQ? Upside?

5. WHO'S IN THE CREW?

- Who do they surround themselves with? Who helps make decisions?

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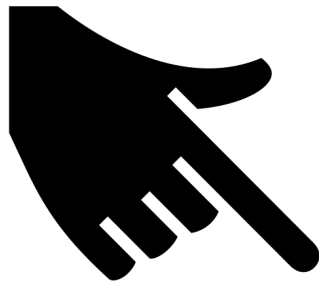
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It's imperative to do a thorough job with due diligence when recruiting. Especially when you're sending someone overseas! The last thing you want is having one of your clients do something to negatively affect you or your agency's reputation.

As you could tell from the amount of non-basketball categories that go into recruiting, characteristics outside of putting the ball in the basket play a huge role! No one cares only about the basketball part; if you score 38 points per game or if you have the school record for most 3 point shots made. That's only part of the full package.

Let's just keep it real here:



...no one wants to deal with an ass hole.