



HOW TO GET ON THE RADAR OF YOUR FUTURE SPORTS EMPLOYER.....

[Including FREE 3 Part Video Training Series]

Part of *'A 3 Step Strategy To Get A Job In Professional Sport'*
Training Series.

Learn from the mistakes of others and find out HOW get on
the radar of current sports professionals and open doors to
a career working in professional sport



This resource accompanies my FREE video training series '*A 3 Step Strategy To A Job In Professional Sport.*' RehabRoom is brought to you by Andy Barker MSc BSc MCSP, consultant Chartered Physiotherapist and Biomechanist, currently working as the Head of Physiotherapy & Rehabilitation at the Leeds Rhinos.

This resource is intended for use to aid aspiring sports professionals gain entry to a professional sports setting and follows on from the success of my previous e-books '[5 Steps To Get A Job In Professional Sport](#)' & '[6 Simple Steps To Write A Knockout Sports CV](#)'

You can view the Video Series by clicking the links below;

[Video 1: The BIGGEST MISTAKE Aspiring Sports Professionals Make When Trying To Get A Job In Sport](#)

[Video 2: WHAT Are The Barriers Stopping Aspiring Sports Professionals Getting A Job In Professional Sport](#)

[Video 3: HOW To Get Your Foot In The Door In Professional Sport](#)

Given the great feedback received previously following the above e-books I have decided to launch another.

So firstly, thanks for taking the time look at my latest e-book '*How To Get On The Radar Of Your Future Sports Employer.*'

I can talk first-hand how good a job working in professional sport can be. Last season was a great one personally for me; my team the Leeds Rhinos winning the Grand Final, thus, we were crowned Champions for the 2017 season.



I launch this e-book a week after returning from Melbourne, Australia, having been involved in the World Club Challenge against the Melbourne Storm. Whilst we didn't get the result, what an experience that was.....

From the day I wanted to be a sports physio I could only dream of the experiences I've had. Being involved in the big games, in the big stadia obviously stand out. I've been fortunate to have been part of a team that has won 4 Grand Finals, 2 Challenge Cups and a World Club Challenge. But the experiences and journeys you go on with a player and team working in professional sport I don't think can be rivalled. Those that work in sport will know what I mean.



My 'job' has taken me far and wide, around the world for training camps and games, given me the opportunity to open my own private practice but more importantly for me, has been great reward for many hours of blood, sweat and tears!!!



The primary focus of this e-book is to help others on their own path to a job working in professional sport.

It's not easy to get a job in professional sport.

There's many that want a role in professional sport and not enough jobs to go around.

Many try and are unsuccessful. But WHY?

This e-book will give you some insight into WHY you may have been unsuccessful in the past and some strategies to rectify your approach.

This resource is the start of a wider series 'A 3 Step Strategy To A Job In Professional Sport' which will give you further guidance as to how to best pursue roles in professional sport.

The best candidates don't always the get the best opportunities.

Those that get the best opportunities are usually those that have done something different.



So how do you get these opportunities?

This resource will hopefully help you start to think differently, put you one step ahead of the game and in a position to open the door to a career in professional sport.

Thanks for reading

Andy



**#1 MOST PEOPLES FAVOURITE SUBJECT IS
'THEMSELVES'**



And its not just me that thinks this, there's research to back this up.

On average, 60 % of conversations are spent with people talking about themselves. This increases to around 80 % when communicating via social media.

So if this is true, so what?

We can use this to our advantage.....

The art is spending time researching our intended future employer and building some background information.

[Where they've studied, what they've studied, any research or special interests they may have or any material they might have produced].

This is by no means an exhaustive list but any easy one at that.

A simple internet search will help you find most of the above.

But why is this this information helpful?

One reason is that it helps you build your first interaction with your potential future sports employer.

The likelihood of nailing down an opportunity in sport by just asking for one is minimal.



Due to the sheer number of requests sports professionals get we can't accommodate everyone and as such are only likely to reward those we consider to be of greatest value.

Compare these two requests.

One just straight up asks for an opportunity. This might be for a placement, a shadowing experience or even a job.

The second, makes contact starting their contact with something like

'I read your recent blog post on.....' or
'I see that you studied your MSc at the University of'..... or
'I noticed that you've got experience working with'.....

and off the back of this can ask a question.

It's probably not too hard to work out which example is most likely to get a positive reply.

Most attempts like the first one don't usually get a reply at all, or at best get a copy and pasted ready made reply sent back.

The main difference between the two is that one shows us that you have taken the time, effort and put some thought into your initial approach.

The other implies you've just copied and pasted a request that you've sent to a 100 other clubs.

Making it personal to the person you are contacting is key.

If you ask a direct question your likely to get a direct response.

That's how you can start to build rapport.

Then down the track, when the time comes to ask for an opportunity your chances of success will be markedly improved.

Remember above all else, most people's favourite subject is themselves, so do your research and make it personal.



Quick Tips

- ✓ Remember most people like nothing more than talking about themselves
- ✓ Do your research on your intended contact
- ✓ Ask a question and make it personal

#2 ASK BETTER QUESTIONS TO GET BETTER ANSWERS.....

This follows on nicely from #1.

The quality of the questions we ask will determine the quality of the responses we get.

If you've taken the time to research your intended contact, you will be able to attain enough information to ask an informed and direct question.

The subject of this question isn't really that important.

If it is personal and relative to the information you have attained via your research.

So, what makes a great question?

Different functions will require different types of questions.

As such it's not just about having a set of questions!

It's about asking the right person, the right question at the right time for the right reasons.

A great way is to ask an open question, but with direction.

Open questions cannot be answered with a YES or NO response. As such they require some degree of thought and allow and opportunity for multiple responses.



However, open questions must have direction. If the question is too open the reader might be unsure on what you are asking or equally reply with a response having misunderstood the intended question.

Compare these two questions;

- 1. How would you manage an ACL injury?*
- 2. I saw a recent video (link to video) you posted which showed some jump and land rehab you were doing with a player post ACL reconstruction. How might you look at progressing that drill?*

More than anything, the first question is too open, too broad.

To a detail 6-9 months ACL management plan is a BIG job and as such something that I'm likely NOT going to do.

The second question is very direct. It relates to a specific exercise and asks a simple question that would be easily responded to. They've even taken the time to post the link, just in case I'm unsure which drill they are referring to.

Furthermore, this question would likely be something that might build into an ongoing conversation, helping build rapport and a relationship between yourself and the sports professional you have contacted.

This is a simple thing and so easy to do but can be one failure many aspiring sports professionals make.

So, before you send out your next email to a potential sports employer, ask yourself;

Is my question worth answering?



Quick Tips

- ✓ Use questions to ensure your initial contact is returned
- ✓ Make questions specific and direct
- ✓ Build on the contacts response to make further questioning/contact and in turn build rapport

#3 BE CV READY



You'll never get on the radar of any potential sports employer if your CV isn't ready to rock and roll.

What if you saw a job this evening, which closed tomorrow, but your CV wasn't ready to send?

You'd have two options;

1. Send the last one you updated – might bear little relevance to the job, doesn't particularly match the job specification and therefore probably won't get you an interview
2. Spend half the night updating your previous CV, being half asleep miss most of the important content you would have liked to have included and as a result also probably not get an interview.

Or I guess you could not send it at all.

In all three cases you're not going to get that call for the interview.

One fundamental flaw aspiring sports professionals also make is NOT making their CV match the job description of the role they are applying for.

This is woeful!!!

The job description is telling you **WHAT** the club want from **YOU** and **WHAT** roles and responsibilities your job would involve.

The more closely you can match YOUR skills and attributes to the CLUB'S essential and desirable criteria the more of a match you are likely to be.



Remember, no two jobs in sport are the same and as such you need to modify your CV to suit.

But, having the main bulk of your CV ready to go ensures you can spend time pairing your own qualities and qualifications to best meet those required by the club you are applying to.

Remember your CV is a professional document so give it the time and attention it deserves.

Your CV can change your life for the better and land you that job working in professional sport.

Remember also that your CV might be the first contact you have made with that club and as such you want to make a great impression.

As such it's not something you should throw together hastily.

A poor CV might be why you've been left frustrated with the inability to get your foot in the door of a professional sports club and seemingly feeling disillusioned by the prospect of ever working in professional sport.



Quick Tips

- ✓ Give your CV the time and attention a professional document should
- ✓ READ the JOB DESCRIPTION & match YOUR skills and attributes to the essential and desirable criteria



Any professional working in sport will tell you how hectic some weeks can be.

The week leading up to the first game of the season, the week where you have 3 fixtures in 7 days or that upcoming final.

These are **NOT** the weeks to contact sports professionals looking for that opportunity.

Making contact during such times will heighten your chances of being unsuccessful so pick your time wisely.

One reason you might have got an unsuccessful response in the past might just be because of your timing; it might have been the right thing but just the wrong time.

You need to do your research so you know what is going on at the club at that particular time.

The number of requests I've had for opportunities from aspiring sports professionals that have no idea of the time of season is unbelievable.

People asking for a placement during our 'offseason' period when we are actually in the middle of our season is not uncommon.

This just screams... I haven't been bothered to take the time to have a look at what is going on at your club at this time.....

Is this someone that is likely then to get given the opportunity to come into the 'bubble' of a professional sports environment and beat off the competition of others seeking the same opportunity?

I'll leave that one with you.....



Quick Tips

- ✓ Do your research to the timing of your intended contact clubs season
- ✓ Avoid making contact during 'busy' periods to maximise the likelihood of a response

#5 WHAT IS THE WORST THAT COULD HAPPEN?



What is the worst that could happen if you reach out to sports professionals for that opportunity?

The worst is that you get a NO.

If you took no action and didn't engage with those sports professionals, you'd also get the same response.... NO.

So, do you have that much to lose?

You could well and truly F*%\$ it up for yourself at a club if you make a poor approach (think poor timing, weak CV, poor questioning and poor initial approach) but with a bit of work you can avoid this.

There are many barriers facing you and, in your way, preventing you a job in professional sport.

There are many others vying for the same roles, at the same time as you.

The best candidates don't always get the opportunities.

The best opportunities are given to those that show the greatest desire to take action long before the interview room.

There is so much you can do NOW to make your path into sport easier and get your foot in the door of a professional sports club.



Quick Tips

- ✓ Taking NO action is NOT going to help you
- ✓ A small amount of time and effort will increase your chances of gaining employment with pro sport greatly

Closing Points

Hopefully this resource has given you an insight into some of what is required to open doors to a career in professional sport. Equally, I hope this e-book has given you some guidance and content that you can use straight away.

Please feel free to share this resource with others should you think they might benefit from it.

Entering professional sport is no easy feat. But with some time, effort and guidance it might not be as hard as you think.



Don't hesitate to contact me directly on andy@rehabroom.co.uk should you have any questions and don't forget to visit www.rehabroom.co.uk for more content like this.

Thanks again,

Andy