



Twirler Recruitment

Speaker Script · "Go Find Them."

THE HAMPTON UNIVERSITY MARCHING FORCE · PRE-DRILL CAMP 2026



PRESENTER Madison Ramsingh

SLIDES 13

Presenter notes for every slide, in order. Bracketed cues are stage directions; quoted lines are suggested wording — say them in your own voice.

01 Twirler Recruitment

SLIDE 1 — TITLE: Twirler Recruitment

PRESENTER: Madison Ramsingh. She twirls in this program — that's her credibility, so let her use it.

OPEN: "We field three twirlers. Three. Today is about how we change that."

02 Icebreaker

SLIDE 2 — ICEBREAKER: Glory Road, Haskins Makes the Pitch (1:42)

SET UP: "Coach Don Haskins won a national championship by driving to living rooms nobody else would visit."

Play it.

AFTER: "'I didn't come here to find a player I could sit on the bench. I intend to start you.' He went TO the kid, and he made it personal. That's the whole session."

03 The Premise

SLIDE 3 — THE PREMISE (statement slide)

Read it.

THE NUMBER LANDS: "Three twirlers, in a band of more than two hundred. That's not a talent problem. It's a recruiting problem."

Takeaway: "Talent does not find us. We find it."

04 Why This Line Is Different

SLIDE 4 — WHY THIS LINE IS DIFFERENT

The key strategic insight — make sure it lands before moving on.

"Instrumentalists come through a school pipeline — band class, district, all-state, directors who send us players."

"Twirlers have NO school pipeline. Most high schools have one feature twirler, or none. There's no twirling class to visit."

LAND: "Same discipline as recruiting horn players. Different scouting grounds. If we look where we always look, we'll keep finding three."

05 Where the Twirlers Actually Are

SLIDE 5 — WHERE THE TWIRLERS ACTUALLY ARE

Four places: private studios and clubs, the competition circuit, high school feature twirlers, and dance/gymnastics programs.

MADISON: say where YOU came from. A real path makes this concrete.

KEY: "Build relationships with studio coaches — the coach decides who hears about us."

06 The Circuits to Scout

SLIDE 6 — THE CIRCUITS TO SCOUT

NBTA and America's Youth on Parade at Notre Dame; USTA regionals and nationals; Twirl Mania at the ESPN complex in Orlando; state championships in spring.

GEOGRAPHY: Virginia, Maryland, the Carolinas, Georgia, Florida — all a reasonable drive.

SAY THE CAVEAT ON SCREEN: confirm each season's dates and locations before anybody builds a travel budget.

07 Go to Them

SLIDE 7 — GO TO THEM

The heart of it.

"We travel to see horn players. We should travel to see twirlers — and be visible when we do. Hampton gear, on site, in the stands."

WHY IT WORKS: "Sitting in the audience at her competition tells her and her coach that we came for HER. Nothing we mail or post does that."

AND: "Meet the coach and the parents, not just the athlete. In this world they're part of the decision."

08 What We Are Looking For

SLIDE 8 — WHAT WE ARE LOOKING FOR

Technique, showmanship, coachability, academics.

HBCU-SPECIFIC: "We need performers who can sell a routine to a full stadium, not just execute it for a judge."

PRACTICAL: "Ask the coach how she takes correction. Talent we can build on; attitude we can't."

And ask about academics early so nobody's time is wasted.

09 Make the Pitch

SLIDE 9 — MAKE THE PITCH

What we're offering: visibility, a real role, and Hampton itself.

OUR ACTUAL ADVANTAGE: "Our line is small — she won't be buried on a roster. She'll be seen her first season." Say that plainly; it's the strongest card we hold.

Be honest about the commitment. The right recruit wants to hear it.

10 Every Twirler Is a Recruiter

SLIDE 10 — EVERY TWIRLER IS A RECRUITER

"Our best scouts already wear the uniform."

START WITH THE ROOM: our current twirlers know their old studios, their coaches, and the girls coming up behind them.

"Twirling is a small, connected community. One good relationship with a respected coach can send us athletes for years."

AND: "Post the film. Every clean clip of our line is a recruiting tool working while we sleep."

11 Work the Calendar

SLIDE 11 — WORK THE CALENDAR

Fall: Friday-night feature twirlers. Winter and spring: championship season, most talent in one room. Summer: nationals, and invite prospects to our camp.

THE ONE THAT MATTERS: "Always follow up. A name in a notebook that nobody calls is not a recruit."

12 The Recruiting Playbook

SLIDE 12 — THE RECRUITING PLAYBOOK

Scout, Travel, Pitch, Follow Up.

ASK FOR A COMMITMENT: "Name one competition or one studio we should be at this year." Write the answers down — this is where a real prospect list starts.

13 Go Find Them.

SLIDE 13 — CLOSE: Go Find Them.

"Three twirlers isn't the ceiling of this program. It's the size of the net we've been casting."

End on: "Build the line, and in a few seasons the Marching Force will have a twirling corps worth traveling to see."