



TENNESSEE MOJO HANDBOOK

Table of Contents

GENERAL INFORMATION.....	3
MOJO BOARD MEMBERS & BEHIND THE SCENE TEAM	3
YOUR TEAM NAME IN THE ORGANIZATION.....	4
ORGANIZATION TEAM DUES.....	4
FUNDRAISING & 501c3.....	5
ORGANIZATION WEBSITE.....	5
WILSON CONTRACT.....	5
TEAM STACK APP - MOJO COACHES ONLY.....	6
RECRUITING PLATFORMS & RECRUITABSE.....	6
TEAM SCHEDULING.....	7
ORGANIZATION WORKOUTS.....	7
ORGANIZATION - EDUCATION OPPORTUNITIES.....	8
TN MOJO FUTURES PROGRAM.....	8
TRYOUTS.....	8
TEAM RULES & PARENT EXPECTATIONS.....	9
HEAD COACH AGREEMENT.....	10

General Information

This handbook is not full of rules but more like expectations and standards. This is an effort to clearly define what is expected from each player, parent, coach, and fan. The Tennessee Mojo reserves the right to amend these guidelines at any time with or without prior notice to our TN Mojo community. Every single person that wears the TN Mojo across their chest is held accountable. Coaches do have free range on how they apply consequences if team expectations are broken. It is an honor to be part of this organization. We are honored that you chose us. WE>ME. Please always refer back to this handbook when you have questions.

MOJO ORGANIZATION

The Tennessee Mojo Fastpitch organization was first founded in 2009 in Cookeville, TN by Brooks Cherry. Over the years, TN Mojo has grown into one of the most respected and dominant fastpitch programs in the nation. We are governed by a 10-Member Board.

2024-2025 Board Members:

Brooks Cherry (President) - tnmojo@me.com

Michael Danley (Vice-President) - mdanley14@yahoo.com

Jeremy Ferguson (Mojo Futures Program Director) - mojocoachferg@gmail.com

Brittany Lewis (GA Branch / Recruiting) - mojolewisga@gmail.com

Ramsey Harkness (AZ Branch / Mojo Tournament Director) - 1swingevents@gmail.com

Jake Hyatt (SC Branch) - kjhyatt@bellsouth.net

Alicia Mobley (MI Branch) - amobley@legacycentermichigan.com

DeAnn Fox (IN Branch) - mojo2k9fox@gmail.com

Michael Pardue (TN Branch) - tnmojo2027@gmail.com

Charlie Pikas (CA Branch) - mojopikas@gmail.com

Behind the Scenes Team: Brandon Brown (Website), Riley Hull (Social Media Manager), & Lex Hull-Muncher (Director of Operations)

Main Contact: tnmojooperations@gmail.com

****Everyone in this organization has a voice at the table. We encourage you to reach out to any of the board members listed above if you ever need any guidance or have any questions. We want to hear from you. We want to help in any way possible.**

YOUR TEAM NAME IN THE ORGANIZATION

Your team name should be in this format:

Tennessee Mojo (Graduating Class or Birth Year)- Head Coach's Last Name

Example: Tennessee Mojo 2027- Fox

This is for recruiting purposes and identifying your team easier. We suggest using Grad Year instead of birth year. This should be how you submit to tournaments AND on all social media platforms. We do NOT add "National", "Platinum", or "Gold" to our team names.

ORGANIZATION TEAM DUES

Team dues are due on Sept. 1st of each year. That covers the team for the WHOLE year. 13u and up, first year teams pay \$2,500.00 and every year after that it goes to \$1,500.00. 12u (Mojo Future Teams) and lower fees are \$1,500 flat starting year one. The head coach can send their team dues by either Venmo, PayPal, or by mail. After payment is made, please send a screenshot to our Director of Operations, Lex Hull-Muncher. She will document this payment so there is no confusion. Failure to pay team dues will result in removal from our website, team stack app, and access to all of our Mojo Perks. Team Dues are NON-REFUNDABLE.

Venmo: @brooks-cherry

PayPal: tnusssa@aol.com, (send as friends and family NOT as service and goods)

Check by Mail: 5393 mandarin circle Hixson, TN 37343 - Make it out to Tennessee Mojo

Once PAID, Send Screenshot to: tnmojooperations@gmail.com

The organization fee covers:

1. TN Mojo Name - Our name carries weight. Mojo is known for having some of the top teams in the nation, producing collegiate level athletes, and giving our girls valuable opportunities on and off the field.
2. Team Insurance for our Mojo Hosted Tournaments ONLY
3. 501c3/Tax maintenance fees
4. Mojo Hosted Organization Workouts - we rent fields, bring in the best instructors, and supply all the top equipment
5. Mojo Hosted Zoom Calls and Education Webinars
6. Mojo App / OnForm / Education Opportunities
7. Our 'behind the scenes' team! From graphics, website, marketing, social media, and directors. It takes a village to run a national level organization. That village must be able to feed their families too.

FUNDRAISING & 501c3

Fundraising opportunities will be provided by the coaching staff. The TN Mojo does not have an organization specific fundraiser. Each team has free range on how they would like to partake in fundraising. Participation in fundraisers will offset individual team dues. Raffles such as guns and alcohol are allowed but please let one of the board members know. Please have any donations be made out to your team specifically and not the organization. We highly encourage the head coach to open a separate bank account in the team's name.

501c3 Information:

Name: Tennessee Mojo Fastpitch

ID: 27-3224389

Please reach out to our Director of Operations directly if a W-9 is needed

ORGANIZATION WEBSITE

Our newly renovated website was released in January of 2025. We highlight all areas of our organization on our website and give our Mojo girls a national platform to be recognized. On our website you can subscribe to our news and get the latest on our organization. Every head coach will get an email from our website guru, Brandon Brown. He will email the head coach team excel sheets where then the head coach fills it out with their team information (roster and schedule). Those excel sheets are directly linked up to our website and automatically sync up together when adjustments are made to the excel sheets. It is on the head coach to keep that excel sheet up to date. Do NOT delete them from your email.

Again, coaches will receive TWO excel sheets - Roster and Schedule. These are synced up to the website and it is the coaches responsibility to keep those up to date. Do not email Brandon or Lex to update the sheets for you unless you are having technology difficulties getting access.

Please check our website often to make sure your information is up to date:
tnmojo.com

WILSON CONTRACT - UNIFORMS

We are a Demarini United program member. We receive the best of the best equipment at a discounted rate. This partnership not only allows the Mojo family to receive discounted rates but it also sponsors our top national level teams. Our teams MUST wear our Wilson created uniforms, bat bags, and helmets. This is the only thing we mandate as an organization.

Failure to follow this one rule will result in a team fine of \$200.00 each month until corrected. If you ever have any suggestions for the team store, please contact our Director of Operations.

**** Coaches have complete say in which uniforms they choose for their teams. We offer starter pack bundles, uniform bundles, and themed jerseys. The budget for uniforms is in the coaches' hands. We usually revamp our uniforms every 3 years and will always give our coaches plenty of heads up if we decide to eliminate a certain uniform top or bottom. If it is no longer on the website, Wilson may have discontinued that item.**

Please email the Wilson customer service line for ALL questions or concerns in regard to your team order. You can also follow our facebook page: BUY/SELL/TRADE TN Mojo apparel for gently used Mojo issued clothing or softball equipment.

WILSON / BSN / LULULEMON / NEW BALANCE POP UP STORE

The Mojo also has stores with BSN, Lululemon, and New Balance. These online stores are open monthly that offer affordable fan gear. These store codes can be accessed on our website (tnmojo.com) and always shared on our social media platforms. **The Wilson team store is where players will purchase their uniforms, helmets, and bat bags.**

TEAM STACK APP - MOJO COACHES (Head & Assistance) ONLY

We make it a top priority to have constant communication with all of our Mojo coaches. Mojo Coaches, please download the Stack Team App. In that app, we will post news, chats, and announcements for you to get the latest on our organization. This is our MAIN communication line with our coaches. It is vital that you have your notifications on and have access to it daily. Your assistant coaches should also download the team stack app. To create another level of communication, we also have group chats with our age groups via text. Head Coaches will be added to those once part of the organization.

****Use this to accept an invitation: An admin of Mojo Coaches has invited you to join their FREE app. Please download the Stack Team App, search for 'Mojo Coaches' and request to join. iOS: <https://www.teamapp.com/ios-app> Android: <https://www.teamapp.com/android-app> If you'd prefer the website version please click here: https://mojocoaches.teamapp.com?_webpage=v1**

RECRUITING PLATFORMS

Once again, the TN Mojo organization does not mandate this on our teams. We are not a one size fits all type of program. We have all the connections in the world but you have to make the decision on what is best for your team specifically. Here are two recruiting platforms and the representatives' contacts for each. If you reach out to these recruiting platforms, tell them that you are with the TN Mojo organization.

Sports Recruit:

Brooke Reifinger - brooke@sportsrecruits.com

<https://sportsrecruits.com/athletic-scholarships/softball>

AthletesGoLive:

Tim Homan - tim@athletesgolive.com

<https://www.athletesgolive.com/>

RECRUITABSE

TN Mojo is partnered with Recruitabase. Recruitabase is a recruiting data service company that consolidates recruit data, currently provided by a variety of sources and scattered across numerous locations, into a single digital file that college athletic programs can electronically import into their college's on-premises recruiting and compliance system. Every TN Mojo team in the 12u, 14u, 16u, and 18u will be **required** to participate with Recruitabase as it is crucial to their recruitment journey. The head coach will receive an onboarding excel sheet to fill out. Once completed and emailed to Recruitabase directly, each athlete will then get an email to complete their player profile.

Recruitabase Contact: Ray Noelte: rnoelte@recruitabase.net

TEAM SCHEDULING

As an organization, we DO NOT mandate what you play in but do encourage you to play at the highest level possible. Challenge your kids while also making player development the top priority. Playing a regional schedule is NOT going to cut it if your players aspire to play at the next level. We as an organization highly recommend playing in PGF, USSSA, USA, and Alliance sanction tournaments. If you ever need guidance in scheduling, please reach out to one of our board members or access our scheduling recommendations PDF file on our website.

Fall

The fall season begins in August and runs through early November. This is also camp season so be mindful of your players' recruitment schedule.

Winter

The winter season begins in November and runs through March. This is prime time for team practices, individual lessons, speed/agility courses, and team zoom call bondings. An indoor tournament could be an option as well. Again, be mindful of college camps.

Spring/Summer

For our younger teams, you begin play in the middle of February/early March. The summer season begins in early June and runs through August.

****Coaches, we encourage you to send the season's schedule ASAP to parents via email/in person once finalized to allow proper commitment and planning.**

ORGANIZATION WORKOUTS

The TN Mojo plans every year to be part of 3-4 organization workouts. These workouts usually take place in locations of major tournaments (ex: Colorado, California, Atlanta). Organization workouts are open to the public as college coaches cannot attend private events. We also try to partner with other national level organizations to bring in the most college coaches. Partnered Organization workouts are more like camp settings and do come with a camp-like price. College coaches do not do anything for free anymore, we pay for them to come out. Lastly, our organization workouts prioritize quality reps and organization bonding among other teams in the Mojo organization.

ORGANIZATION - EDUCATION OPPORTUNITIES (For Players, Coaches, & Parents)

NFCA

Coaches - Every coach in the organization gets the opportunity to sign up for an NFCA membership at a discounted rate. For \$60 a year, you will have a membership with NFCA and gain access to a major education resource. If you would like to take advantage of this, please notify our Director of Operations via email.

Zoom Call / Webinars / College Experience

Players - Each month, Mojo hosts zoom calls covering all topics (ex: Recruiting, Player Development, Nutrition, Mojo Alum Series, etc.). We announce those zoom call dates on all social media platforms. Education is key! We also host webinars for our coaches to be educated on tournament schedule, recruiting etiquette, and organization updates. If you miss these calls, they are recorded and can be accessed on our website.

**** The TN Mojo is currently working with Onform where our players and coaches can access practice plans, player development drills, accountability workouts, nutrition advice, and all news related to the organization. That will be released in August of 2025****

THE MOJO FUTURES PROGRAM

This program is led by Jeremy Ferguson. We started this program in mind to be a central location of mentorship to our younger teams. Jeremy is a valuable asset in helping our coaches with scheduling, practice plans, and overall making the travel ball experience better. This program is for 8u, 10u, and 12u Mojo teams. You can access this program/group on facebook using the link: [TN MOJO FUTURES PROGRAM](#). The FP utilizes the OnForm app directly. Each HC will be added manually. Onform is FREE to our coaches. We look to add a sister team and adopt a team program (Mojo Alumni) very soon.

PARTNERSHIPS

High Level Throwing with Austin Wasserman

https://highlevelthrowing.com/?srsId=AfmBOop8hCeDg31PhWerUVcpTD9kmWCyZlaTF_wkEyyO5VbmB7zsgoZz

HLT VIDEOS

High Level Throwing Introduction 1

<https://vimeo.com/956639755>

High Level Throwing Introduction 2

<https://vimeo.com/733279973>

Lightning Ball Plyos Discussion

<https://vimeo.com/1061742600/7ebbbbfc2f>

Remote Training Video Introduction

<https://vimeo.com/956640637>

Training Books Discussion

<https://vimeo.com/1069288357/1876325758>

PRODUCT INFORMATION & DISCOUNTS!

Book Links - Discount Applied

<https://highlevelthrowing.com/products/youth-softball-throwing-book>

<https://highlevelthrowing.com/products/softball-throwing-warm-up>

Lightning Ball Plyo Link - Use code MojoHLT at checkout for \$25 OFF this product!

<https://highlevelthrowing.com/products/lightning-ball-plyo-set>

Online Remote Program w/ Video Breakdown Link - Discount Applied

https://highlevelthrowing.com/products/hlt-x-mojo-online-remote-program?utm_source=copyToPasteBoard&utm_medium=product-links&utm_content=web

32 Approach App

TN Mojo has partnered up with 4x All-American, pro-softball player Sierra Romero. Sierra launched the first ever softball specific player development app in January of 2025. The TN Mojo receives a 50% discount off the monthly subscription to the 32 Approach App. This App

covers player development for ALL positions on the field, both sides of the batter box, and strength and conditioning. Below is the link and code:

<https://train.summersmethod.com/groups/mojo-softball/join/>

Code: MOJO

Camwood Bats

Tennessee Mojo has partnered with Camwood Bats to provide our athletes exclusive access to cutting-edge training systems and developmental tools. From swing mechanics to strength building, Camwood's equipment helps elevate performance at every level. Use Code: MOJO2025 for 20% off at checkout!

S2 Cognition

A revolutionary approach to understanding athletes' in-game instincts has redefined the "it factor." Each TN Mojo team has access to getting their team tested at a discounted rate.

GoRout

GoRout simplifies coach-to-player communication by providing real-time access to information for coaches and players through rugged wearable devices. GoRout's mission is to help TN Mojo players and coaches execute at a higher level through cutting-edge communications technology.

Link to more in-depth on those partnerships: <https://tnmojo.com/partnerships/>

TRYOUTS

Coaches have free range on who they bring on their team and where they come from. There are NO LIMITATIONS. All we ask is that they are good people that respect our goals, morals, and values as a TN Mojo member. When doing tryouts, note these factors:

1. Are they on time? Early or Late?
2. Do they show up with proper equipment? Who is carrying the players equipment in and out of the field?
3. Do they make eye contact and are respectful to all the adults present?
4. The player's background
5. The player's effort
6. The player's connection to other girls trying out
7. Player's physical ability
8. CHECK THEIR SOCIAL MEDIA

We highly encourage you to tell all players in person the yes or no and if a no, tell those players how they can improve.

**** Announce all tryout information on social media and tag our main account to be shared****

Player Branding Mentorship & Guidelines

TN Mojo offers Mentorship and Player Branding Guidelines for our older TN Mojo players. We want to give our Mojo athletes a head start in everything and why not add NIL guidance and player branding mentorship to it. We will be taking careful precaution during this process as we add this element to our organization. This education can be accessed on our website. TN MOJO does NOT do any NIL Partnership deals as we never want to risk the eligibility of our players.

TEAM RULES & PARENT EXPECTATIONS

Each team is in charge of mandating their own team rules and managing their parents' behavior. These rules should match up to the organization's expectations and standards. Every rule puts the team first. Please be very clear with your team on player rules and parent behavior. A signed player and parent contract is HIGHLY encouraged to be a requirement to be part of your team and the TN Mojo.

SOCIAL NETWORKING POLICY

Social media is defined as media designed to be disseminated through social interaction, created using highly accessible publishing techniques. Examples include but are not limited to Instagram, Facebook, Twitter, YouTube, LinkedIn, Snapchat, Tik Tok, etc. The Mojo Social media guidelines include the following:

- Protect confidential and private information: Do not post confidential or private information about Mojo players - including self, parents or coaches.
- Do not use Mojo logos or names to promote a product or cause, without prior written permission.
- Think twice before posting: Privacy does not exist in the world of social media. Consider what could happen if a post becomes widely known and how that may reflect both on the poster and the Mojo organization.
- Strive for accuracy: Get the facts straight before posting them on social media. Review content for grammatical and spelling errors. This is especially important if posting on behalf of the Mojo team in any capacity.
- Be respectful: Understand that content contributed to a social media site could encourage comments or discussion of opposing ideas. Responses should be considered carefully in light of how they would reflect on the poster and/or the Mojo team.
- Remember your audience: Be aware that a presence in the social media world is or easily can be made available to the public at large. This includes prospective Mojo players, current players, other softball organizations, high school coaches, college coaches, etc.
- Photography: Photographs posted on social media sites easily can be shared by

visitors. Before posting photography to social media sites, please consider the appropriateness of those photos.

- Be aware, be careful. If you have any questions or concerns, contact your coach before posting anything on social media.

Some good advice to consider:

“If you even have the slightest question or doubt that what you write or post may be a problem, or of concern to one person who sees it...then don't.” –

Anonymous

HEAD COACH AGREEMENT

1. I will download and participate in the Team Stack App.
2. I will fill out the excel sheet connected to the website and keep that update to date for my players.
3. I will consider doing a contract that addresses player rules and parent behavior
4. I will relay all organization news to my players and parents.
5. I will manage my players' social media.
6. I will create a schedule that will challenge my players.
7. I will focus on player development and doing what is best for our team.

MOJO TEAM AGREEMENT

1. My team agrees to pay our dues on Sept. 1st of each year and understands the late fee policy.
2. My team will wear the uniforms, helmets, and bat bags supplied on the Wilson Team store. We understand the team fine if one of our main roster kids are not representing the required Wilson gear.
3. My team will abide by a team contract addressing player expectations and parent behavior that supports the organization's standards if the head coach decides to apply one.
4. My team will partake in as many Mojo Hosted events as possible (ex: tournaments, zoom calls, educational webinars, etc.)
5. My team will represent Mojo with respect, dignity, and pride.

The handbook outlines the expectations and responsibilities for all softball team members and their families. If a player or family member fails to follow the terms of the handbook, there will be consequences decided by the head coach or organization leader. The consequences may vary based on the severity of the violation, but they can range from a warning to diminished playing time or, in severe cases, dismissal from the team/organization.

It is important to note that the consequences are not meant to be punitive but are designed to encourage team members and their families to take their commitments seriously and fulfill their responsibilities to the team. By adhering to the handbook, players and their families can ensure that the team operates effectively and that all members are working towards a common goal.

It is essential that team members and their families understand the importance of following the handbook and the potential consequences for failing to do so. This will help to create a culture of accountability, responsibility, and respect within the team, which will ultimately contribute to the team's success.

By clicking “Agree to Terms and Conditions” will have agreed to fully commit to the TN Mojo and agree to follow the expectations and standards contained in the TN Mojo Handbook and all terms and conditions set forth above.