



# **TENNESSEE MOJO HANDBOOK**

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# 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.

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## MOJO ORGANIZATION LEADERSHIP

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 11-Member Board.

### **2025-2026 Board Members/Regional Mentors:**

Brooks Cherry (President) - [tnmojo@me.com](mailto:tnmojo@me.com)

Michael Danley (Vice-President) - [mdanley14@yahoo.com](mailto:mdanley14@yahoo.com)

Jeremy Ferguson (Mojo Futures Program Director/OH) - [mojocoachferg@gmail.com](mailto:mojocoachferg@gmail.com)

Courtney West (Recruiting Mentor) - [tnmojo2030@gmail.com](mailto:tnmojo2030@gmail.com)

Ramsey Harkness (Mojo Tournament Director / Rankings) - [lswingevents@gmail.com](mailto:lswingevents@gmail.com)

Jake Hyatt (SC Branch) - [kjhyatt@bellsouth.net](mailto:kjhyatt@bellsouth.net)

Alicia Mobley (MI Branch) - [amobley@legacycentermichigan.com](mailto:amobley@legacycentermichigan.com)

Bryan Ingalls (Northeast / Player Development) - [coachbryaningalls@gmail.com](mailto:coachbryaningalls@gmail.com)

Michael Pardue (TN/KY/GA Branch) - [tnmojo2027@gmail.com](mailto:tnmojo2027@gmail.com)

Charlie Pikas (CA Branch) - [mojopikas@gmail.com](mailto:mojopikas@gmail.com)

Michael Cathey (Parent Perspective) - [catheym@gmail.com](mailto:catheym@gmail.com)

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**\*UTILIZE OUR BOARD MEMBERS - RELATIONSHIPS ARE KEY**

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## **Behind the Scenes Team:**

Brandon Brown (Website): [tnmojo2011@gmail.com](mailto:tnmojo2011@gmail.com)

Riley Hull (Social Media Manager): [rileyhull44@gmail.com](mailto:rileyhull44@gmail.com)

Lex Hull-Muncher (Director of Operations): [tnmojooperations@gmail.com](mailto: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 or team 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.**

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## **2026 TN MOJO MISSION STATEMENT**

TN Mojo Fastpitch is committed to faith-first player development, equipping athletes with the skills, mindset, and character needed to compete at a high level while fostering strong relationships built on trust, integrity, and shared purpose.

2026 Goal: RELATE and EDUCATE - our players, our parents, and our coaches.

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## **2026 TN MOJO VALUES**

### **Faith First**

We place God at the center of everything we do, using softball as a platform to glorify Him and live out Christ-centered values.

### **Character Over Results**

Wins matter, but integrity, humility, accountability, and respect matter more—on and off the field.

### **Intentional Player Development**

We are committed to developing the whole athlete—skills, mindset, leadership, and confidence—through disciplined and purposeful training.

### **Relational Excellence**

We believe strong relationships between players, coaches, families, and the community create a culture where athletes thrive.

### **Work Ethic & Discipline**

We pursue excellence through preparation, consistency, and a relentless commitment to growth.

### **Team Before Self**

We value selflessness, trust, and unity, understanding that success is built through serving one another. WE>ME

### Coachability & Growth Mindset

We embrace learning, feedback, and resilience, knowing growth comes through challenge and perseverance.

### Serving Others

We aim to positively impact our communities by leading with compassion, encouragement, and service.

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## TEAM NAME POLICY

Your team name should be in this format:

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

Example: Tennessee Mojo 2027- Pardue

This is for recruiting purposes and identifying your team easier. We suggest using Grad Year (14u and up) or Birth Year (12u or lower). This should be how you submit to all tournaments AND on all social media platforms. We do NOT add "National", "Platinum", or "Gold" to our team names NOR which state your team is located in.

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## TN MOJO LIABILITY WAIVER, MEDIA RELEASE, AND NIL CONSENT FORM

It is crucial that we as an organization PROTECT the organization and all involved (including YOU). Every player on your roster and even pick up players must complete this form before competing in a Mojo uniform!

1) Liability Risk- They know the risk of playing softball, that we will take medical action if necessary, and that in case of injury, Mojo is not held liable.

2) Media Release- Permission to use pictures of the athlete and team on all Mojo social media platforms and other publisher platforms (Extra Innings, Line Drive, Etc.)

3) NIL Consent - Permission to use TN Mojo athletes' name, image, and likeness to promote the organization and for education purposes (Onform). No compensation will be given. This is mainly for our 18u athletes / graduates.

<https://docs.google.com/forms/d/e/1FAIpQLSdDJEGDehabefMOBbDgSTRZCMHW0QDH4Lv-D8IG1BnWFVBfCQ/viewform?usp=header>

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# 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 down to \$1,500.00. 12u and below (TN Mojo Future Teams) are \$1,500 flat starting year one. The head coach can send their team dues by either Baseline (online) or check 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**. If you join after Sept. 1st of that year, Lex will relay the amount owed after discussing with the founder.

## **Baseline (Online Payment - expect added Fees):**

[Futures & Returning Team Dues](#) - Amount: \$1,500.00

[New Teams \(14U & Up\)](#) - Amount \$2,500.00

**Check by Mail:** 3800 Trousdale Ferry Pike / Lebanon, TN 37087 - Make it out to Tennessee Mojo

**Once PAID, Send Screenshot to:** [tnmojooperations@gmail.com](mailto:tnmojooperations@gmail.com) or 859-533-9241

**\*\*If you are part of a branch - CA/AZ/MI/Carolinas/Northeast - Please talk to your director before submitting payment as their policy may have different steps.**

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## Organization Team Dues Covers:

1. **Mojo Name** - Our name carries weight. Mojo is known for having top teams in the nation, producing collegiate level athletes, and giving our girls valuable opportunities on and off the field.
  2. **Mojo Hosted Tournament Insurance** & availability to our **501c3/W-9**. You are still in charge of having your own team insurance - I recommend [Chappell Insurance](#).
  3. **Mojo Hosted Camps**- Mojo covers field/facility rental, compensates all instructors, and supplies the equipment to run these camps efficiently.
  4. Our **'Behind the Scenes' team!** From graphics, marketing, social media, website maintenance, and directors. It takes a village to run this organization.
  5. Access to **unlimited mentorship**. With Mojo, we pride ourselves on supplying educational resources to all members of Mojo - including YOU. We host alumni calls, recruiting webinars, board meetings, educational seminars to players and parents. Utilize us as much as possible!
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# FUNDRAISING & 501c3 & W-9

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**

**W-9: [TN MOJO 2026 W-9](#)**

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## ORGANIZATION WEBSITE

Our 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 new head coach will get an email from our website guru, Brandon Brown (tnmojo2011@gmail.com). He will email the head coach two separate excel sheets: Roster & 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. We recommend sharing those excel sheets with the team mom or team admin.

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](https://tnmojo.com)

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## 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. Uniforms do take 4-5 weeks to come in once the store closes. A new will open every two weeks.

**Please email the Wilson customer service line for ALL questions ([teamshop@wilson.com](mailto:teamshop@wilson.com)) or concerns in regard to your order. Our Wilson rep is Jim Conroy. Only head coaches can reach out to him directly if a problem cannot be solved.**

**Recommendation:** Utilize our facebook page: TN Mojo BUY/SELL/TRADE apparel for gently used Mojo issued clothing - Great for pick up jersey or fan gear!

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## WILSON / BSN / LULULEMON / NEW BALANCE POP UP STORE

The Mojo also has stores with BSN, TCA, 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](http://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.**

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## 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 officially 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](https://mojocoaches.teamapp.com?_webpage=v1)

- HAVE YOUR NOTIFICATIONS TURNED ON
- 

## RECRUITING PLATFORMS AND INSURANCE RECOMMENDATIONS

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. Gamechanger works real nicely too.

### **Sports Recruit:**

Brooke Reifinger - [brooke@sportsrecruits.com](mailto:brooke@sportsrecruits.com)

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

### **AthletesGoLive:**

Tim Homan - [tim@athletesgolive.com](mailto:tim@athletesgolive.com)

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

**Insurance:** <https://www.chappellinsurance.com/>

\*Each sanction is different when it comes to insurance requirements. Some require their own such as USA Softball. Chappell does great for overall insurance

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## TEAM SCHEDULING

Once again, 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 10-mile radius 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.

### 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. Georgia plays their HS season in the fall.

### 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. Georgia high school teams may start practicing during the summer.

**\*\*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**

NCAA Recruiting Calendar Education:

<https://www.ncsasports.org/softball/recruiting-rules-calendar>

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## ORGANIZATION WORKOUTS & TOURNAMENTS

The TN Mojo plans to host 1-2 major organization workouts. This year, Colorado is our top priority. 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. All organization workout information can be found on our website and is shared in the team stack app

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# 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 the team stack app.

## OnForm

The TN Mojo is currently working with Onform where our head coaches can access practice plans, player development drills, accountability workouts, nutrition advice, and all news related to the TN MOJO Futures program. It will be released in February 2026.

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## THE MOJO FUTURES PROGRAM

This program is led by Jeremy Ferguson ([mojocoachferg@gmail.com](mailto:mojocoachferg@gmail.com))

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 mentoring sister teams and adopt a team program (Mojo Alumni) very soon.

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## PARTNERSHIPS - PDF of Discounts and Links in the Team Stack App

High Level Throwing with Austin Wasserman, 32 Approach App with Sierra Romero, Camwood Bats with Wes Helms, S2 Cognition, GoRout, and so many more! We are always striving for partnerships in player development.

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## TRYOUTS

Coaches have free range on who they bring on their team and where they come from. Absolutely NO POACHING from other TN Mojo teams. Zero tolerance. All we ask is that they are good people on and off the field 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 - CULTURE
7. Player's physical ability
8. CHECK THEIR SOCIAL MEDIA
9. You're not only evaluating the kid, you are also evaluating the family

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\*\*** We will share your information on our FB story!

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## 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.

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## 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

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## HEAD COACH AGREEMENT

1. I will download and participate in the Team Stack App.
2. I will fill out the excel sheets 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.
8. I will utilize the Mojo leadership

## **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.