

# ALAN STEIN, JR.

Performance coach, speaker, and author, who spent 15 years working with the highest-performing basketball players on the planet.



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**All of Alan's programs are customized and personalized for each audience, and can be delivered in-person or virtually for your next event.**

Alan Stein, Jr. teaches proven strategies to improve organizational performance, create effective leadership, increase team cohesion and collaboration, and develop winning mindsets, rituals, and routines.

As a successful business owner and veteran basketball performance coach, Alan spent 15 years working with the highest-performing athletes on the planet (including NBA superstars Kevin Durant, Stephen Curry, and Kobe Bryant). As a keynote speaker and the author of *Raise Your Game: High Performance Secrets from the Best of the Best*, he now transfers that vast experience to help businesses and organizations develop championship-level performance, leadership, culture, and accountability.

Alan is a dynamic storyteller who delivers practical lessons that can be implemented immediately. His customized programs reveal how to utilize the same approaches in business that elite athletes use to perform at a world-class level.



**MICHELLE JOYCE**  
— SPEAKERS —

## Raise Your Game

*What the Highest Performers Do During Unseen Hours*

The key to raising leadership performance lies in the ability to actively listen, embrace change, and close Performance Gaps (the gap between knowing and doing). This can only be achieved by utilizing effective strategies for guarding your time, filling your bucket (so you can pour into others), and investing your focus in the present moment.

In this powerful session, Alan teaches participants how to master the unseen hours by utilizing the mindsets, rituals, and routines of world-class athletes and coaches. Regardless of title or tenure, this program is essential for anyone who wants to raise his or her leadership performance and personal influence.

Attendees walk away with actionable steps that can be implemented immediately to:

- Heighten self-awareness
- Improve productivity
- Create winning habits
- Inspire teamwork
- Maximize impact

“Alan impressed us so much that we’ve brought him back several times and will continue to do so. He always inspires us to 'get back to the basics' to become better versions of ourselves – at work and at home.”

~ CLAIRE N. WHITE  
DIRECTOR OF PERFORMANCE MANAGEMENT  
TIAA

**For booking information:**

Michelle Joyce  
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704-965-2339

## Unbeatable Teams

*How to Create Championship Cohesion, Accountability, and Culture*

How have certain teams and businesses been able to sustain unparalleled success while others are sporadic and inconsistent? Simple... it's their culture. Successful leaders recognize that their organizational culture is what drives long-term results. They have a firm grasp of their identity, they uphold incredibly high standards, and they foster an environment of collective accountability.

This program is vital for anyone who wants to raise his or her team's performance, consistency and significance. To help improve organizational excellence, Alan shares strategies on how to:

- Empower everyone to lead (a player-led team will always out perform a coach-led team)
- Establish true role clarity (you are responsible to your role and accountable to our mission)
- Create supreme team cohesion (what drives you must be good for us and what drives us must be good for you)

“We have had Alan speak at four of our events in the past 18 months... and have experienced an unparalleled 26% growth in sales during that span. He has been a key part of our high performance culture.”

~JEFF SCHLOSSNAGLE  
VICE PRESIDENT of NORTH AMERICA SALES  
OMNICELL

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## Skyrocket Your Sales Performance with the Mindsets, Rituals, and Routines of World Class Performers

No matter what your sales system is or how rich your pipeline might be, if you're not implementing the habits that elite performers use regularly, your ability to execute and close sales will always be limited. In others words... you will underperform.

Finding leads, qualifying leads, following up, and servicing clients depletes us of our two most precious resources – time and energy. Filled with stories, stats, and actionable steps, Alan will share how to maximize both time and energy, as well as teach strategies on moving to the next play, controlling the controllables, and trusting the process. This program is critical for anyone who wants to improve his or her sales performance.

In this session, Alan teaches the most effective way to skyrocket sales performance:

- Shift your mindset (your goal is to solve, not to sell)
- Become a world-class listener (telling is not selling)
- Consistently create quality touches (sales is a high contact game)

“Alan totally killed it! Bringing him in to speak was one of the best decisions we made all year. I have employees that still reference Alan's talk to this day. He clearly made a lasting impact.”

~ JACK SILBERMAN  
PARTNER  
RELIANCE HUMAN CAPITAL MANAGEMENT

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