



# ALAN STEIN, JR.

**PERFORMANCE COACH, CONSULTANT, SPEAKER, AND AUTHOR,  
WHO SPENT 15 YEARS WORKING WITH THE HIGHEST-PERFORMING  
BASKETBALL PLAYERS ON THE PLANET**

## **IMPORTANT LINKS**

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CLICK the links below for:  
[On-Stage Preview Video](#)  
[Virtual Preview Video](#)  
[Speaker Website](#)

## **AREAS OF IMPACT**

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Organizational Performance  
Leadership  
Sales Growth  
Personal Development  
Sports

## **BOOK ALAN**

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Please contact  
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**MICHELLE JOYCE**  
— SPEAKERS —

# MEET ALAN



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.

A successful business owner and veteran basketball performance coach, he spent 15 years working with the highest-performing athletes on the planet (including NBA superstars Kevin Durant, Stephen Curry, and Kobe Bryant).

In his corporate keynote programs and workshops, Alan reveals how to utilize the same approaches in business that elite athletes use to perform at a world-class level. He delivers practical lessons that can be implemented immediately.

His clients include American Express, Pepsi, UGG, Sabra, Starbucks, Reeds Jewelers, FDA, Omnicell, and numerous college athletic programs.

The strategies from Alan's book, *Raise Your Game: High Performance Secrets from the Best of the Best*, are implemented by corporate teams and sports teams around the country. His inspirational words are featured on 12-foot mural outside the Penn State Football Training Center, so that players run past it on the way to practice every day.



**FOR BOOKING INFORMATION  
PLEASE CONTACT MICHELLE JOYCE**

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# TESTIMONIALS



*“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**

*“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**

*“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**

*“For the past two quarters we have produced 35% year-over-year growth, a rate nearly twice our historic trend. It is no accident that these results began to take hold almost a year to the date following Alan speaking to our leadership and sales teams.”*

**– DAVID DEWOLF, PRESIDENT AND CEO, 3 PILLAR GLOBAL**

*“It was fantastic working with you. I'm sure it's not a surprise but Alan was off-the-charts fantastic this week. It was nothing short of magical and completely fit our culture and where we're headed. I can't thank you all enough for the professionalism and experience in working together.”*

**– JON GIGANTI, VICE PRESIDENT of SALES, CCC INFORMATION SERVICES INC.**

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# POPULAR PROGRAMS

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





# RAISE YOUR GAME

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## What the Highest Performers Do During Unseen Hours

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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 and resilience
- Create winning habits
- Inspire teamwork
- Maximize influence and impact
- Positively affect company culture

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# 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 team 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)



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# SKYROCKET YOUR SALES PERFORMANCE

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## With the Mindsets, Rituals, and Routines of World Class Performers

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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 their 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)



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