

A circular portrait of Alan Stein, Jr. He is a man with short brown hair, smiling warmly at the camera. He is wearing a light blue plaid suit jacket over a white button-down shirt. His hands are clasped together in front of him, and he is wearing a silver-toned wristwatch on his left wrist.

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

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

AREAS OF IMPACT

Organizational Performance
Leadership
Sales Growth
Personal Development
Sports

BOOK ALAN

Please contact
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MEET ALAN



Alan Stein, Jr. is an experienced keynote speaker and author. At his core, he's a performance coach with a passion for helping others change behaviors. He spent 15+ years working with the highest performing basketball players on the planet (including NBA superstars Kevin Durant, Steph Curry, and Kobe Bryant). Through his customized programs, he transfers his unique expertise to maximize both individual and organizational performance.

Alan is a dynamic storyteller who delivers practical, actionable lessons that can be implemented immediately. He teaches proven principles on how to utilize the same approaches in business that elite athletes use to perform at a world-class level.

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

Each of Alan's signature programs is highly customized and can be delivered as a captivating keynote, an interactive workshop, or a full-day training.

His work is focused on four key areas of growth:

- Individual Performance (Raise Your Game)
- Leadership Performance (Raise Their Game)
- Organizational Performance (Raise Our Game)
- Sales Performance (Raise Your Sales)



**FOR BOOKING INFORMATION
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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

How to Maximize Your Individual Performance, Contribution, and Significance

The number one investment you can make is the investment in yourself. To achieve a greater level of success, you must be intentional in developing yourself mentally, physically, and emotionally. If you want more, you must become more.

The key to raising your individual performance and expanding your contributions and significance lies in your ability to master these five fundamentals:

1. Self-Awareness
2. Passion
3. Discipline
4. Coachability
5. Confidence

This can only be achieved by closing Performance Gaps (the gap between what you know and what you do). In this powerful program, Alan teaches practical strategies to heighten self-awareness, create winning habits and routines, and improve productivity.

Regardless of title or tenure, attendees walk away with actionable steps to:

- Align your habits with your core values and beliefs
- Improve your Emotional Intelligence (EQ) and develop a true winner's mindset
- Learn to be present in the moment
- Earn confidence while maintaining humility
- Manage change and create a process for progress

This program is ideal for the *player* looking to improve individual performance and/or contributions to the team (company-wide events, all-hands meetings, teams, employees, and/or entrepreneurs).

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RAISE THEIR GAME

How to Improve Your Leadership Performance, Impact, and Influence

How have some organizations been able to sustain unparalleled success while others are sporadic and inconsistent? Simple... it's their leadership. A team will never outperform its leadership.

A leader's primary job is to create an environment where people feel safe, included, appreciated, valued, respected, inspired, empowered, and challenged. Employees need to know they have the resources and support to star in their specific role and make a meaningful contribution to the team.

The key to raising your leadership performance and amplifying your impact and influence is a direct result of how well you master these five fundamentals:

1. Vision
2. Culture
3. Servanthood
4. Character
5. Empowerment

Successful leaders create the type of high-performing culture that drives long-term results. They have a firm grasp of their identity, they uphold high standards of excellence, and they foster an atmosphere of collective accountability.

This program is vital for any leader who aspires to:

- Become the leader for which you would want to work
- Find, attract, hire, train, empower, support, and retain top talent
- Build a winning culture by aligning organizational beliefs and behavior
- Heighten Emotional Intelligence (EQ) to establish unparalleled trust, buy-in, and believe-in
- Effectively coordinate everyone's effort to produce astonishing results

This program is ideal for the *coach* looking to improve their leadership performance (C-level, executives, directors, managers, supervisors, emerging leaders).



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RAISE OUR GAME

How to Increase Organizational Performance, Communication, and Cohesion

The highest-performing organizations find and attract; train and develop; empower and support; and push and praise great people. They emphasize professional and personal development.

Elite teams promote shared ownership, individual responsibility, and collective accountability by clearly establishing each team member's role, creating buy-in and belief-in with their role, and rewarding those that star in their role.

The key to raising organizational performance and building a winning culture is a result of how well your teams master these five fundamentals:

1. Belief
2. Unselfishness
3. Role Clarity
4. Communication
5. Cohesion

An organization's leadership team has one primary job: to find out what each team member does well and best utilize that skill set for the team's benefit. They understand the power of "what drives you needs to be good for us, and what drives us needs to be good for you." And they know that a motivated, happy, engaged team member directly affects other aspects of the business.

This program is a must-attend for any team that aspires to:

- Want every team member to be consistently exceptional
- Promote and emphasize the value of diversity, empathy, and inclusion
- Eliminate entitlement, selfishness, and complacency
- Improve the efficiency and effectiveness of communication
- Develop competence and confidence through honest feedback

This program is ideal for the *team* looking to improve their organizational performance and culture. (company-wide events, all-hands meetings, teambuilding events, leaders, HR departments)

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RAISE YOUR SALES

Increase Sales Performance with the Mindsets, Habits, and Focus 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 other words... you (and your sales) 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 for what to control, what to let go, and how to trust the process. This program is critical for anyone who wants to improve his or her sales performance.

In this session, attendees will learn the most effective strategies to:

- Shift your mindset from selling to solving
- Become a world-class active listener (telling is not selling)
- Consistently create quality touches (sales is a high-contact game)
- Learn to care more about the prospect than making the sale
- Develop unparalleled relationships

This program is ideal for *sales teams and sales leaders* looking to improve their sales performance. (annual sales meetings, sales training, sales leaders, sales representatives, sales support)

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