



PAUL EPSTEIN

**FORMER NFL & NBA CHIEF SALES OFFICER, AWARD-WINNING SPEAKER, AND
2X BESTSELLING AUTHOR THAT INSPIRES AUDIENCES TO WIN MONDAY™ —
RALLYING LEADERS AND SALES TEAMS TO BUILD CHAMPIONSHIP CULTURES**

IMPORTANT LINKS

CLICK the link below for:
[Speaker Website](#)
[Preview Video](#)

AREAS OF IMPACT

Sales Growth
Leadership
Customer Experience
Peak Performance
Sports Teams

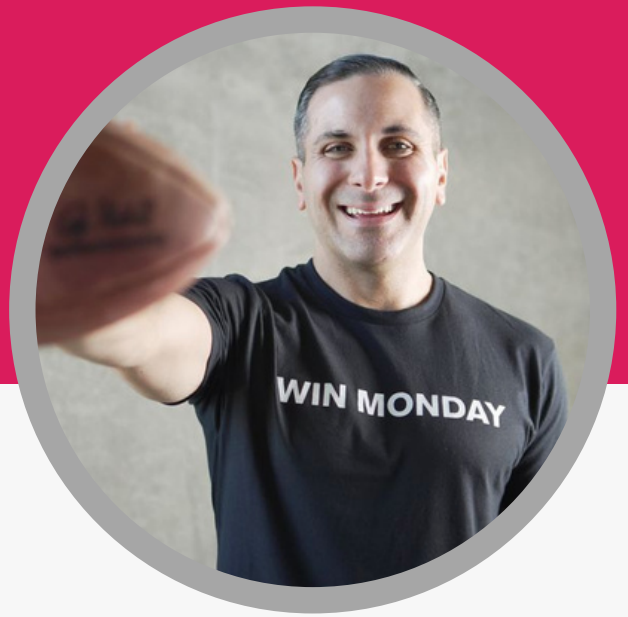
BOOK PAUL

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MICHELLE JOYCE
— SPEAKERS —

MEET PAUL



Paul Epstein is a former high-level executive for multiple NFL and NBA teams and a 2x best-selling author of *The Power of Playing Offense* and *Better Decisions Faster*. He was named one of *SUCCESS* magazine's top thought leaders who get results—alongside Tony Robbins, Brené Brown, Gary Vaynerchuk, and Mel Robbins—and his work has been featured on *ESPN*, *NBC*, *Fox Business*, and in *USA Today*.

In nearly 15 years as a leader in the world of pro sports, Paul helped take NBA teams from the bottom of the league in revenue to the top two; broke every premium sales revenue metric in Super Bowl history while in the NFL's league office; opened a billion-dollar stadium; and founded the San Francisco 49ers Talent Academy, where he was known as the "Why Coach."

As an award-winning keynote speaker on the power of WINNING MONDAY, Paul's impact continues off stage providing leadership development and culture transformation programs for companies and teams including Amazon, Disney, Johnson & Johnson, NASA, the Los Angeles Lakers, and the Dallas Cowboys.

When he's not on stage as a global keynote speaker, Paul is a proud father of PJ and Lucca, married his best friend on the field of Levi's Stadium, and has a slight obsession with bacon—just don't make it too crispy.



**FOR BOOKING INFORMATION
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TESTIMONIALS



"Paul's energy is infectious, his stories touch the heart, and he instills a championship mindset to be your best. We all walked away with actionable tools to drive growth, navigate uncertainty, and perform with confidence, leaving us with a rallying cry to WIN MONDAY."

– TRE MENZEL, GOOGLE CLOUD, HEAD OF SALES

"Paul's keynote exceeded all my expectations and my team was profoundly moved by his authenticity and heart-based storytelling. He helped Amazon understand the core values at the center of leadership and success that fuel a standard of excellence. Instant ROI you can implement Monday morning. Point blank, Paul's the best speaker we've ever had!"

– OUMAR DIAGNE, AMAZON, FINANCE DIRECTOR

"Ever since Paul Epstein's keynote to our commercial sales team, the WIN MONDAY mindset and immediately actionable game plan has had infinite impact in the field and beyond. Our team was inspired with purpose, became more resilient, built more trusting relationships, and our culture is now our competitive advantage thanks to Paul. Couldn't recommend him more!"

– LINDA GORDON, JOHNSON & JOHNSON, COMMERCIAL MARKETING LEADER

"Paul's keynote inspired a battle cry to WIN MONDAY. The mindset shifts were transformational, championship culture has become the standard, and we've been able to build unstoppable momentum ever since his talk. His ability to teach others to win one day, one decision, one action, and one customer at a time drives instant impact in a way that's unparalleled in our industry!"


– GREG KISH, SOFI STADIUM, CHIEF REVENUE OFFICER



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POPULAR PROGRAMS

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



PLAYING OFFENSE IN DEFENSIVE ENVIRONMENTS

Performing with Confidence through Change and Adversity

(Page 1)

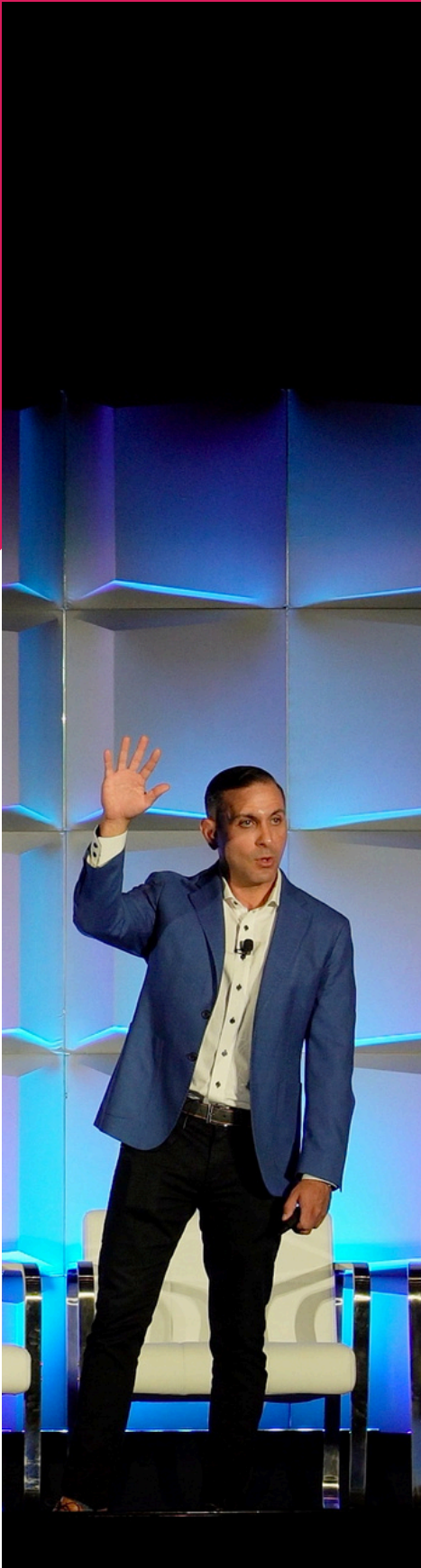
In today's business environment, competitive threats, unrelenting change, rising customer expectations, and economic uncertainty have us all playing defense.

The result? Confidence gaps are created that drive defensive mindsets and actions in organizations across the world.

But what if you had a playbook for playing offense — proactively pursuing and achieving meaningful goals and breakthrough performance — while everyone else is sheltering in place?

This is exactly what Paul delivers in this flagship keynote inspired by 15 years of leading sales teams in the NFL and NBA and his bestselling book, *The Power of Playing Offense*.

Every audience member will walk away with a 5-pillar Playing Offense framework and WIN MONDAY™ playbook, curated for universal insights and actionable takeaways to implement in any industry or organization.



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PLAYING OFFENSE IN DEFENSIVE ENVIRONMENTS

**Performing with Confidence through
Change and Adversity**

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Actionable Outcomes:

- Navigate change and uncertainty with enduring confidence
- Drive peak performance in challenging market conditions
- Maximize team-wide trust, connection, and alignment
- Build cultures of grit and resilience to battle through storms as one team
- Empower organizational decisiveness and bias to action
- Audience Takeaway: 52-Week Action Plan to WIN MONDAY™

Ideal Audience:

Leadership audiences looking to inspire positive change across their teams, culture, and organization

Sales teams aiming to sell with confidence, whether they're an underdog striving to gain market share or a market leader working to maintain momentum and avoid complacency

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WINNING CUSTOMERS

Attracting and Retaining Fans for Life

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How did Paul lead his teams to consistently sell out billion-dollar NFL stadiums with 70,000 fans in historically losing markets? Or transform an NBA team's revenue performance from 28th to 2nd in the league – despite being labeled by ESPN as “the worst brand in sports”?

The answer lies in a powerful, scalable belief system that can be applied to any sales or service environment: Every seat has a story.

This shift from blanket ‘catch all’ campaigns to a dynamic customer-to-customer approach driven by customization, care, and championship service, led to sold-out stadiums and record-breaking revenue, that didn't hinge on wins or losses.

In the sports industry, every seat and fan had a story. In your case, every client has a story. The question is: “Will you get to know it?”

Achieving customer success doesn't depend on perfect market conditions – it depends on consistently making each customer feel valued and seen.

This keynote is HOW to do it, one story at a time.

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WINNING CUSTOMERS

Attracting and Retaining Fans for Life

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Actionable Outcomes:

- Learn a playbook for transforming customers into raving fans
- Discover four key traits that build trust in the short game and long game
- Use a listening strategy that elevates clients, encouraging them to invest deeply in the relationship
- Explore synergies between sales and service teams that unlock future growth potential
- Know the exact questions to ask when it matters most, so touchpoints turn into transformation points
- Audience Takeaway: 52-Week Action Plan to WIN MONDAY™

Ideal Audience:

Tailored for all customer-facing or influencing roles, including sales, sales enablement/ops, service, customer experience, and marketing/strategy. The focus will vary depending on the audience – whether it's about driving customer acquisition (sales), enhancing customer satisfaction (service/experience), or developing strategies to attract more customers (marketing/strategy)

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MAKING BETTER DECISIONS FASTER

Overcoming Paralysis and Inspiring Action

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Even the most elite performers can rush to bad judgements, become paralyzed by indecision, or get worn down by decision fatigue.

In this keynote, Paul reveals the streamlined three-step process he used to turn around major sports franchises — from the locker room to the boardroom. Avoid decision traps, move forward with clarity and confidence, and make the best out of your MVDs: Most Valuable Decisions.

Discover the key to making fast and effective decisions for the questions that keep you up at night:

- Should I choose strategy A or B?
- Which candidate should I hire?
- What should I spend my time on?
- Do I take this deal, or call it off?
- What are my goals for next year?

The secret? The Head-Heart-Hands equation: a simple and repeatable process that taps into the power of our three most basic human tools for making better decisions faster.

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MAKING BETTER DECISIONS FASTER

Overcoming Paralysis and Inspiring Action

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Actionable Outcomes:

- Flip fear and uncertainty into clarity and confidence
- Empower leaders and talent to become highly decisive, aware, and intentional in their actions
- Acquire an operating framework designed for speed, efficiency, and winning time back
- Build high-trust teams through heightened authenticity and collaboration
- Walk away with a clear playbook that defines what to prioritize and what to decline.
- Audience Takeaway: 52-Week Action Plan to WIN MONDAY™

Ideal Audience:

Leaders looking to approach key business decisions – strategy, talent, goals, planning, priorities, resources, and investments – with confidence

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SCALING CHAMPIONSHIP CULTURE

Standards of Excellence to Build a Win Monday™ Organization

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Culture can only scale when EVERY person in it takes full ownership, accountability, pride, and a commitment to daily excellence.

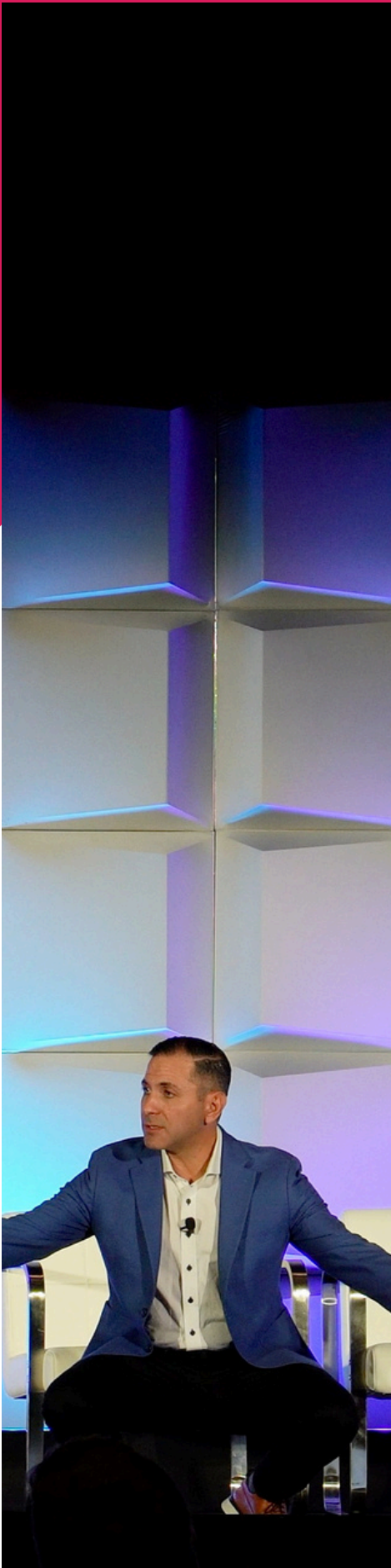
That's the spirit of a championship culture (when done right) – and can be your ultimate competitive advantage.

This keynote is inspired by Paul's 15 years as a culture-building practitioner in the NFL and NBA – including multiple national awards for his work as Founder of the San Francisco 49ers Talent Academy. Through extensive testing in his training and consulting practice, he has identified what unites the world's most remarkable cultures.

The biggest needle-moving insights are revealed in this presentation, centered around a foundational battle cry to WIN MONDAY™.

This is not your average 'top down' approach to culture – rather, the program introduces a framework that empowers every individual to take ownership of their local culture while ensuring they feel seen, valued, and appreciated.

As a result, individuals become more engaged, perform at their best, and make meaningful contributions that resonate throughout your organization.



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SCALING CHAMPIONSHIP CULTURE

Standards of Excellence to Build a Win Monday™ Organization

(Page 2)

Actionable Outcomes:

- Foster a culture of excellence and a winning mindset that resonates and scales across the entire organization.
- Learn the nuances of culture building for a team of 50 vs a team of 50,000
- Drive growth and collaboration across teams that are aligned and unified
- Learn a framework to shift mission, vision, and values into transformational action
- Build a championship environment that attracts, engages, and retains your star talent
- Audience Takeaway: 52-Week Action Plan to WIN MONDAY™

Ideal Audience:

Company and association leaders, as well as HR professionals, focused on creating and growing a championship culture through a consistent standard of excellence across the entire team.



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