



**ALAN STEIN, JR.**

**KEYNOTE SPEAKER, AUTHOR, AND PERFORMANCE COACH  
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](#)  
[Speaker Website](#)

## **AREAS OF IMPACT**

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Organizational Performance  
Leadership  
Sales Growth  
Personal Development  
Sports Teams

## **BOOK ALAN**

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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.

In his corporate keynote programs and workshops, Alan shares real-world lessons, illustrated by powerful stories, so that every audience can immediately put new ideas into action. He has a passion for helping organizations create high-performance cultures, and his clients include American Express, Pepsi, Under Armour, Starbucks, Charles Schwab, Orangetheory Fitness, and numerous college athletic programs such as Penn State Football and UConn Men's Basketball.

An acclaimed 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). He transfers that knowledge to reveal how leaders and teams can utilize the same approaches in business that elite athletes use to perform at a world-class level.

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 a 12-foot mural outside the Penn State Football Training Center, so that players run past it on the way to practice every day.



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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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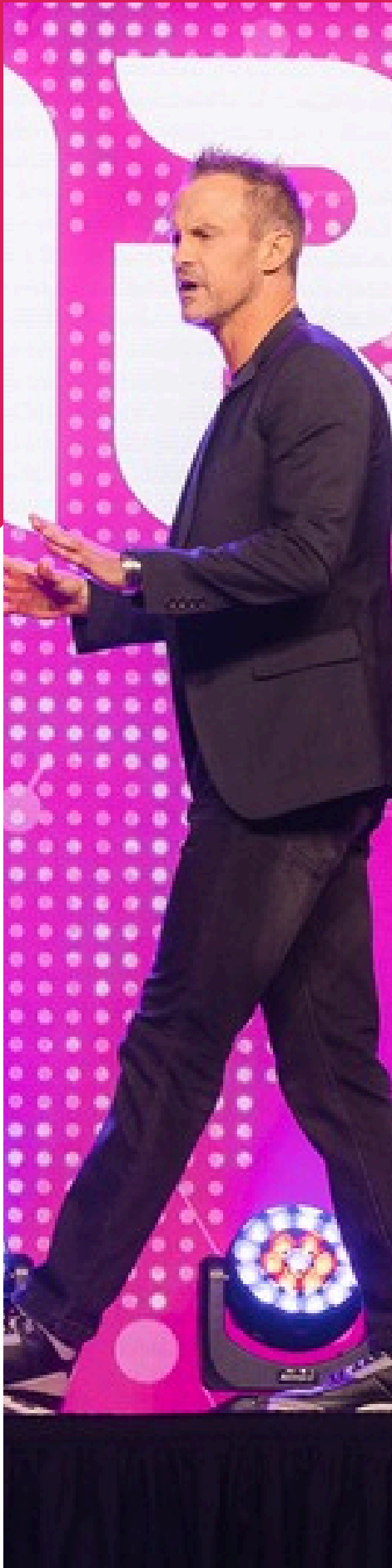
# POPULAR PROGRAMS

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







# NEXT PLAY

## How to Focus on What Matters Most and Improve Performance, Productivity, and Fulfillment

Featuring new, never-before-shared stories, stats, and actionable strategies, this program is ideal for any organization looking to develop an unstoppable *Next Play Mindset* and improve their team's performance, productivity, and output – and stay relevant in a constantly changing world.

High performance is not complicated. Prepare during the unseen hours, work toward mastery of the fundamentals, and make discipline decisions consistently.

But what happens when you do those things and still fall short? When you do everything in your power and still come up empty, miss your goal, or lose the game?

How do you respond?  
How do you bounce back?  
How do you maintain optimism and confidence?  
You develop a *Next Play Mindset*.

You lean into the fact that what just happened isn't nearly as important as what is happening right now – your **Next Play**.

This keynote is designed to show how reaching the top of your game doesn't require more. It requires less, but better.

The *Next Play Mindset* is the ultimate guide for individuals and organizations who want to close the gap between where they are and where they want to be.

*(Oh, and the Next Play Mindset isn't just a performance strategy – it's a life strategy. One that helps you manage transitions, bounce back from adversity, stay centered, adapt quickly, reduce stress, and let go of resentment.)*



# NEXT PLAY

## How to Focus on What Matters Most and Improve Performance, Productivity, and Fulfillment

(continued)

Here are six ways the Next Play Mindset makes individuals and teams unstoppable:

- 1. Transition:** Life is a series of transitions – some small, some massive. Whether you're shifting from a tough meeting to a family dinner, or moving across the country to start a new chapter, a Next Play Mindset helps you let go of what's behind you and fully invest in what's ahead. You can't control the past, but you can control how you show up now.
- 2. Resilience:** Setbacks are inevitable, but suffering is optional. Resilience isn't about avoiding adversity, it's about responding to it with optimism and enthusiasm. Next Play means you acknowledge the stumble, learn from it, and move forward with renewed energy. You bounce back faster because you're not stuck in a moment that already passed.
- 3. Being Present:** Worry lives in the past and the future – peace lives in the now. The Next Play Mindset teaches you to leave the last moment behind (whether it was a win or a loss) and be fully engaged in the current one. That's where performance, joy, and growth happen.
- 4. Adjustments:** The best performers aren't the most talented; they're the most adaptable. Life throws curveballs. With a Next Play approach, you become a constant recalibrator – adjusting your mindset, your emotions, and your behavior to meet the moment as it is. That's how you stay aligned and effective.
- 5. Lower Stress:** Stress often comes from fighting what is. The Next Play Mindset encourages you to stop resisting reality and start responding to it. You don't have to like every situation you're in, but accepting it gives you the clarity and calm to take the next best step.
- 6. Forgiveness:** Holding onto anger or bitterness is like dragging an anchor behind you – it slows everything down. Forgiveness isn't about saying what happened was okay; it's about deciding that your peace matters more than your pain. Next Play is the act of release. It frees you to move forward.

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# 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).

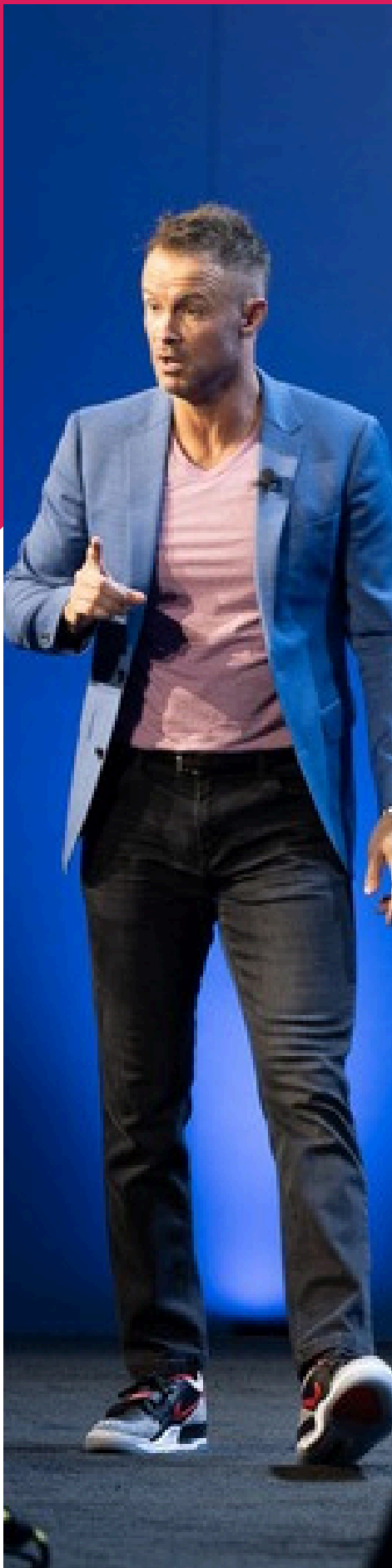


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# RAISE THEIR GAME

## 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 believe-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

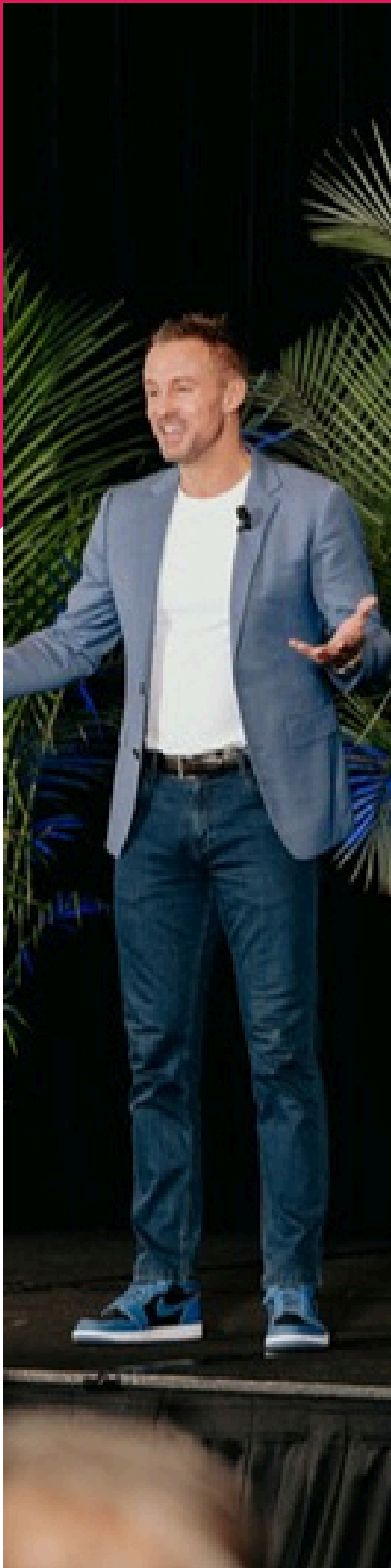
This program is ideal for the *team* looking to improve their organizational performance and culture. (company-wide events, all-hands meetings, teambuilding events, leaders, HR departments)

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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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# SUSTAIN YOUR GAME

## How to Effectively Manage Stress, Avoid Stagnation, and Beat Burnout

What do the most successful people do to continually get better?

Sustaining high performance in business and life boils down to the ability to develop strategies for leveling up three key areas:

**PERFORM** is about managing stress in the day to day

**PIVOT** is about avoiding stagnation in your current situation

**PREVAIL** is about beating burnout and making a lasting impact

Known for the actionable strategies and tools for achieving high performance in his signature program, *Raise Your Game*, Alan Stein, Jr. takes the next step with this program – teaching audiences how to remain there. *Sustain Your Game* offers a different approach: improve productivity, impact, results, and fulfillment... while simultaneously decreasing burnout, attrition, and stress.

***Sustain Your Game* will empower every attendee to:**

- Heighten clarity on your true purpose
- Embrace ways to maximize the unseen hours
- View accountability from your inner circle as a gift
- Effectively improve emotional intelligence
- Create standards and systems to sustain fulfillment



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