

Alan Stein, Jr.

Performance Coach, Consultant, Speaker and Author

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Topics

- Leadership
- Motivation
- Peak Performance
- Personal Growth
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About Alan Stein, Jr.

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.

Select Keynotes

- **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).

- **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).

- **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)

- **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)

- **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

Select Book Titles

- **2019:** Raise Your Game

Select Testimonials

"Alan does a tremendous job telling applicable stories and tying them to tangible take-a-ways to immediately improve performance."

– CHRIS FLAKUS - COO

"Alan brought an engaging style that really connected with our entire team."

– *STEPHANIE BLACK - ALLEN DIRECTOR OF LEARNING DEVELOPMENT*

"Alan was full of energy and included many practical examples and stories. He was excellent."

– *TOMER HARPAZ - CEO*