

# Alan Parisse.

Named "One of the Top 21 Speakers for the 21st Century"  
by *Successful Meetings Magazine*



Keynote Speaker ✱ Speaker Training & Development Programs

# Biography

## COACH:

Presenting information and ideas in ways that create action is the fuel that accelerates careers and enhances revenue.

Those who can engage, inspire and energize audiences are seen as credible, knowledgeable and trustworthy. Yet a speech gone wrong can destroy your image and credibility. It can easily cause you to lose business and be a barrier to advancement.

Influential leaders, financial wholesalers and advisors who are compelling speakers communicate confidence, trust and authenticity. The ability to express ideas effectively goes a long way toward establishing oneself as believable and impactful.

For over two decades, Alan has helped his clients reach their goals by teaching them how to move audiences into action.

## AUTHOR:

Alan has written and co-authored numerous books and training programs including *Questions Great Financial Advisors Ask*, *This Is Your Time*, *Taking Change: Lessons in Leadership*, *The Great Salesperson* and *Power Marketing*.

Alan's articles have appeared in numerous publications including *Executive Excellence*, *Federal Home Loan Bank Correspondent*, *Taxes – The Tax Magazine*, *Advisor Today*, *Medical Product Sales*, *Life Insurance Selling*, *Financial Planning Magazine*, *Pharmaceutical Representative*, *The Investment Advisor*, *The Real Estate Review* and *The Bank Investment Representative*.

## EDUCATION & PROFESSIONAL AFFILIATIONS

INDUCTEE: *Speakers Hall of Fame*

DESIGNEE: *Certified Speaking Professional*

MEMBER: *National Speakers Association*

PAST PRESIDENT: *Real Estate Securities and Syndication Institute*

PAST COMMITTEE MEMBER: *National Association of Securities Dealers*

LIFE MEMBER: *Beta Gamma Sigma – National Honorary Business Fraternity*

EDUCATION: *MBA – University of Arizona, BS – SUNY Buffalo*

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# About Alan.

Alan Parisse is an award winning speaker and highly sought-after coach to top and rising presenters in financial services.

Over a 20 year career, Alan was instrumental in the creation, marketing and sales of real estate and other investment products valued today in the billions.

Parisse is the only person on the planet from the investment business to be inducted into the National Speakers Association's Hall of Fame and be named One of the Top 21 Speakers for the 21st Century.

“The Speaking Intensive changed my life. Since your session I have gone on to give thousands of presentations and reach a high level of success mostly because I learned to become a good presenter. Today I am the North America Spokesperson for my Firm. I want to send a long overdue thank you for your part in making that all possible.”

**... Senior Vice President,  
North America Spokesperson,  
Franklin Templeton**

Off the platform, this unparalleled combination coupled with a unique approach to coaching presenters at his development program, *The Speaking Intensive*, has netted Alan legions of loyal protegees who have made him the go-to expert in the field of presenter training.

“The Speaking Intensive was two of the most valuable days in my career. Far more than a speaking class, it helps you become a powerful communicator. The skills I learned work for public speaking, board meetings, staff meetings and in every day life. That’s why I had my entire senior management team attend the Intensive. Great leaders are always great communicators.”

**... Managing Director, LPL Financial**

On the platform, Parisse's powerful insights help financial advisors achieve a competitive advantage by building and deepening client relationships to grow their practices and enhance revenue.

“Our conference would not have been the success it was without your enthusiastic participation. Your message will help our advisors make deeper connections as essential partners to their clients.”

... **Merrill Lynch**

Alan's book, *Questions Great Financial Advisors Ask*, has twice been named a **Top 10 Read on Amazon** by OnWallStreet and FinancialPlanning.

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“The Speaking Intensive was transformational for me. Before the session, I dreaded every minute leading up to a presentation and was as uncomfortable as could be during the experience. Now I am totally comfortable speaking, have no anxiety beforehand, and even enjoy it. I am relaxed, myself and can make jokes off the cuff. Thank you for the life changing experience. It has helped me personally and helped my career greatly.”

... **CEO, Realty Income**