

Alan Parisse.

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



Keynote Speaker ✱ Speaker Training & Development Programs

Biography

SPEAKER:

Alan made his first million in his early twenties. By his late twenties, he lost it.

To rebuild his bank account and career, Alan helped Cigna, NY Life and other companies bring non-traditional products to market. He was instrumental in the creation, marketing and sales of investments that in today's dollars would be valued in the billions.

Alan's real-world experience leveraging client relationships to prosper and lead through cycles of change in competitive environments is what sets him apart from the field. It's this boots in the trenches experience that is at the core of every presentation Alan delivers.

2 AREAS OF SPECIALTY:

#1 Client Relationships: **Helping financial services professionals attain success by growing revenue through client relationships.** Alan's audiences gain new ideas and practical tools to achieve a competitive advantage by advancing and monetizing their existing client relationships and creating new ones.

#2: Leading through Change: **Helping leaders to lead through challenge, change and adversity.** Alan's audiences gain an understanding of the new sources of leadership – the game changes that impact influence. His unique insights and ideas are immediately actionable by audiences.

FIRST & ONLY:

Alan Parisse is the only person on the planet from financial services 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*. Alan's ideas have been quoted in numerous business publications, including: *The Wall Street Journal*, *BusinessWeek* and *Barron's*.

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*