



CAPITOL CITY SPEAKERS BUREAU

We help you thrill your audience!



Alan Parisse, CSP, CPAE

Travels from: Colorado

Fee Range: \$7,501 - \$10,000

Alan Parisse made his first million in his early twenties. By his late twenties, he'd 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.

Alan Parisse specializes in 2 areas: #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 changers that impact influence. His unique insights and ideas are immediately actionable by audiences.

The first speaker to come out of the investment business to be inducted into the National Speakers Association's Hall of Fame, Alan's ideas have been quoted in numerous business publications including *The Wall Street Journal*, *BusinessWeek* and *Barron's*.

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.

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*.



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Alan Parisse continued

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*.

Most Requested Programs...

- Client Primacysm for Financial Advisors
- People Need Your Advice
- Leadership Game-Changers
- Questions Great Financial Advisors Ask
- Building Profitable Client Relationships