

Alan Parisse *MBA, CSP, CPAE*



“One of the Top 21 Speakers for the 21st Century”
-Successful Meetings Magazine

Real Estate BIOGRAPHY

Prior to establishing his speaking business, Alan Parisse spent 20 years as a real estate investment professional.

He was the National President of an Institute of the National Association of Realtors. In addition, he served on the Real Estate Committee of the National Association of Securities Dealers.

Alan was a featured speaker at the National Association of Realtors' Annual Convention for nine consecutive years and has been a keynote speaker for such organizations as:

- Building Industry Assoc.
- California Assoc. of Realtors
- Canadian Real Estate Assoc.
- Counselors of Real Estate
- CB Richard Ellis
- Century 21 International
- Coldwell Banker
- Construction Industry Manufacturer's Assoc.
- Corenet Global
- Counselors of Real Estate
- Cushman Wakefield
- Freddie Mac
- Frederick Ross & Co.
- Hines, Ltd.
- International Assoc. of Industrial and Office Parks
- Kaufman and Broad
- National Assoc. of Housing and Redevelopment Officials
- National Council of State Housing Agencies
- RELO
- RE/Max
- Resorts International
- Tenant-In-Common Association

He has written numerous articles for *The National Real Estate Investor*, *Real Estate Today* and *The Real Estate Review* and has been quoted on real estate matters in *The Wall Street Journal*, *Barron's*, *Business Week* and *The New York Times*.

Combining insight and wit to penetrate the complexities of today's marketplace, Parisse has been a guest lecturer at **The Fisher Center at The University of California at Berkeley**, **Stanford Business School**, **UC Berkeley Graduate School of Business**, **UCLA School of Management**, and **University of Pennsylvania Wharton School of Business**.

Alan Parisse's books and courses include:

- The Great Salesperson
- Financial Analysis of a Real Estate Investment
- The Real Estate Investment Pocket Guide
- How to Syndicate Real Estate
- This Is Your Time
- Taking Charge: Lessons in Leadership

Education & Professional AFFILIATIONS

INDUCTEE: Speaker's Hall of Fame
MEMBER: NSA's Committee on Expertise Co-Chair
DESIGNEE: Certified Speaking Professional
MEMBER: National Speakers Association
PAST PRESIDENT: RE Securities and Syndication Inst. (RESSI)
PAST COMMITTEE MEMBER: National Association of Securities Dealers (NASD)
MEMBER: Beta Gamma Sigma – National Honorary Business Fraternity
EDUCATION MBA – University of Arizona

"You motivated us, made us laugh and we gave you standing ovations. What else can I say!! Your keynote address was a contributing factor to the success of our event."



"You were very interesting and entertaining. You put things in perspective while making people laugh and relax. That is very important for people in a highly stressful, cyclical and competitive business."



"You were a hit! Out of several hundred evaluations, you were favored among the plenary speakers by a majority of 3:1."



"We appreciated the great effort that was made to learn about the audience and tailor the presentation to our needs. It was just the right mix of serious content and humor. We gave it the highest rating across the board."



"You were great, delivering an effective message in an entertaining way."



"Alan's keynote was going well. But 20 minutes in, all 700 attendees left. A fire alarm had sounded. Luckily it was a false alarm but I worried the audience would wander off. Everyone came back! Then, I knew Alan had captured their hearts and minds."

