Climbing Mount Everest is considered one of mankind’s greatest feats of human endurance. The two-month expedition to the top of the world’s highest peak is a journey filled with unparalleled physical and mental challenges through some of the most extreme conditions imaginable.

Alan Mallory took on the challenge and set a world record when he, along with three members of his immediate family, reached the summit of Everest. This incredible, self-guided expedition challenged the mental, emotional and physical limits of their entire beings and at every stage of the ascent demanded unwavering commitment and resilience.

From teetering across ladders spanning seemingly bottomless crevasses and fighting the many altitude-related sicknesses to climbing through a blizzard in the dead of night, every segment of the climb was filled with intense, extraordinary challenges.

The real story is much more than the climb; it is about a purpose-driven team that set an ambitious goal, committed to the planning and preparation, persevered with passion and achieved success. The powerful strategies and skills that contributed to this achievement, especially during the intense and at many times critical situations, can be applied to all aspects of life.

There is also a lot of insight to be gained into personal development, finding the spark within each of us and igniting the passion that drives us to continuously improve and make a positive difference in the world around us. We have the ability to build lasting relationships and truly enrich the lives of those we come in contact with. By controlling our focus and concentrating on the areas we are most passionate about, we are capable of accomplishing great things. It is our own reservations and internal doubts that hold us back. When we can overcome these self-imposed limitations, there is nothing that we cannot achieve.
Biography

Alan Mallory is an international speaker, author and professional development coach who is passionate about leadership and human performance. A graduate from Queen's University, he has worked internationally with large organizations as a professional engineer and project manager. Living and working abroad has given Alan the opportunity to deepen his understanding of individual and team challenges, better appreciate cultural diversity and successfully adapt to different organizational structures. Through his work and life experiences, he has discovered that his true passion is helping people reach new heights by cultivating effective ways of thinking and taking action.

Building experience through a lifestyle of adventure and challenge, in the spring of 2008 Alan embarked on the journey of a lifetime: to attempt to reach the summit of Mount Everest. Along with three members of his immediate family, Alan climbed through some of the most challenging yet exciting conditions imaginable and set a world record when all four of them set foot on the summit. The expedition involved two years of planning and two months of climbing through immense challenges but they were able to overcome these obstacles through strategic planning, healthy team dynamics, self-awareness and perseverance.

Alan delivers a number of exciting presentations and training programs designed to help individuals, team members and organizations reach new heights in the way we think and the actions we take in order to achieve breakthrough performance.

Presentations and Workshops

Alan's presentations and workshops are gripping and informative programs supported by stunning photos and videos captured along the challenging ascent. The concepts and strategies that Alan shares help develop great leaders and teams by focusing on the professional skills and mindsets essential for success.

Alan’s insights highlight important qualities for effective leadership, project management, teamwork and human performance. They include practical tools and examples that can be implemented to achieve results in participants' personal and professional lives. Alan leads by example and has tested these strategies in his own life with tremendous results.

Above all, Alan’s programs exemplify the mentality and passion involved in conquering the challenges we take on – our own Everest.

“It’s not the mountain we conquer, but ourselves”
– Sir Edmund Hillary

Reviews and Testimonials

“Nothing short of outstanding!”
- Gary Laakso, CFP, CLU, CHS | The Co-operators | Advocis

“Edge of the seat presentation! Really enjoyed it!”
Steve Kerkcick | PMI East Tennessee

“An almost unbelievable story of hardship and perseverance”
Paul Mitcham, P.Eng, MSc | Commissioner | City of Mississauga

“The feedback from our members was phenomenal”
Ken McNaughton | Program Chair | Advocis Brant/Norfolk

“The one standing ovation at District Conference”
John Donovan | District Governor | Rotary District 5710

“One of the best that I have attended”
- Ziyad Mohamed | PMI Lakeshore

“A truly exceptional job well done!”
- Tom Reid | Global Marketing Director | Hatch

“Simply amazing and awe-inspiring”
Matthew Ng, P.Eng, MBA, PMP | Manager, Chapters | Professional Engineers Ontario

“We've had nothing but positive feedback since”
- Autumn Smith | Manager | Haliburton Chamber of Commerce
Style and Audiences

By drawing parallels between mountaineering challenges and the challenges we choose or are inadvertently faced with, Alan offers ways to initiate positive change.

The presentation style that Alan has developed is energetic, engaging and interactive while the nature of his material encourages innovative thinking from participants. The techniques that he uses are both beneficial and exciting, resulting in an exceptional learning experience and greater knowledge retention.

Alan has worked with many diverse audiences and continues to seek to understand what is most effective for each unique group. He customizes his programs to focus on the areas that are most beneficial. By integrating his innovative leadership and project management experience with captivating mountaineering and adventure stories, Alan creates a powerful and unforgettable journey for his audience.

Interactive Breakout Sessions

Alan’s topics can also be delivered as interactive breakout sessions or a hybrid option where short discussion segments and activities are integrated into Alan’s keynote. In these engaging sessions, Alan shares strategies and tools while participants also network and learn from each other’s ideas, challenges and solutions with Alan facilitating the group discussions.

The result is a series of enlightening conversations and hands-on activities designed with the specific event goals in mind. Incorporating one or more of Alan’s breakout sessions takes full advantage of having him at the conference and adds greater depth to the experience by enhancing participant engagement and creating a very productive and beneficial learning environment.
Project Everest
Essential Steps for Successful Projects

Alan’s project management keynotes and workshops highlight the essential processes that are involved in the planning and executing of difficult projects by using the challenge of Everest as a metaphor and example of such a project. The underlying messages are about how we as project managers need to reach new heights in the way we think and the actions we take in order to continuously improve ourselves and to advance our profession.

Alan highlights various technical components of project management throughout his programs and shares specific project management tools geared towards strategic management, technical skills and leadership. Depending on the focus, some of these elements include:

- Work Breakdown Structures
- Categorized Work Packages
- RACI Charts for defining Roles
- Precedence Diagrams
- Multi-criteria Decision Analysis
- Communication Models
- PERT Graphs for Analysis
- Agile Management Practices
- Root Cause Analysis
- SWOT Analysis Risk Matrices
- Risk Breakdown Structures
- Risk Response Strategies

INTEGRATION MANAGEMENT
The identification and coordination of mountaineering activities

SCOPE MANAGEMENT
Requirements, environmental influence and performance data

TIME MANAGEMENT
Crucial estimation and scheduling for a safe and successful expedition

COST MANAGEMENT
Intelligent allocation of funds for equipment and logistical costs

QUALITY MANAGEMENT
Routine inspections for quality and function of climbing equipment

HUMAN RESOURCE MANAGEMENT
Resolving interpersonal conflicts and tension between team members

COMMUNICATION MANAGEMENT
Loss of communication on Everest can quickly lead to loss of life

RISK MANAGEMENT
The risks on Everest are innumerable and impacts can be catastrophic

PROCUREMENT MANAGEMENT
Careful coordination of specialized equipment and global supplies

STAKEHOLDER MANAGEMENT
Identifying stakeholders and managing stakeholder engagement

References

Andy Miller, PMP
President | PMI Northeast Wisconsin
Email: milleraj@uwosh.edu

David E. Steinhilber, PMP
PDD & Fall Workshop Co-Chair | PMI Manitoba
Email: david@stonebuilder.ca

Matthew Ng, P.Eng., MBA, FEC, PMP
Manager, Chapters | Professional Engineers Ont
mng@peo.on.ca

Rachelle DeVries, PMP
Director of Programs | PMI Central Iowa
rachelle.devries@am.jll.com

Tim Stefanishyn
Superintendent | School District of Whiteshell
tstef@sdwhiteshell.mb.ca

Heather Gallagher
Manager | Smithers Chamber of Commerce
heather@smitherschamber.com

Chris Johnstone
Vice President of Programs | Advocis
chris.johnstone@freedom55financial.com

“Fantastic, innovative approach to presenting project management processes”
— Kristy Kistner | Project Management Institute, Southern Nevada
The underlying message is about how we as project managers need to reach new heights in the way we think and the actions we take in order to continuously improve ourselves and advance our profession. Alan creates a powerful and unforgettable journey for his audience by integrating captivating mountaineering and adventure stories with his innovative leadership and project management experience.

Project Management Breakout Sessions

Age of Agile: A Hybrid Approach to Agile Project Management

Throughout this interactive workshop, participants will explore various elements of agility and related agile methodologies from a unique perspective that encourages innovative thinking and application of agile techniques. It is based on a hybrid approach to agile project management which combines agile practices with traditional waterfall methodologies. The material builds on the Project Everest framework presented during Alan’s keynote and is a more in-depth analysis of the fundamentals of agile project management and following an iterative and adaptive approach.

Through short group discussions and hands-on exercises, participants will explore elements from each of the PMI domains for agile projects and will gain a better understanding of the governing principals and knowledge that support an agile approach to project management. Some of the areas that will be covered include:

- Empowering team members to make critical decisions
- Hybrid methods of incorporating agile project management
- Responding quickly and efficiently to issues that arise
- Making prompt project decisions and taking appropriate action
- Adopting an iterative approach to project processes
- The importance of team interaction and effective collaboration
- Adapting to the environment and revised customer requirements
- Continuous identification and evaluation of risks
- Adaptive planning based on current knowledge and goals

“You could hear a pin drop. Alan’s session will be difficult to match.”
– Jeff Banow | VP Professional Development | PMI North Saskatchewan
Healthy Team Dynamics and Effective Team Management

This engaging workshop is built around the fundamentals of a healthy project team, how to develop an effective team, and how to manage the human resource element of a successful project. Through hands-on activities and interactive discussions we will discuss the acquisition, development and management of a project team as well as various roles and responsibilities of team members. Some of the areas covered include:

• Roles and responsibilities
• Using matrix-based RACI charts
• Developing healthy professional relationships
• Conflict resolution techniques
• Effective collaboration and team interaction
• Development of trust in relationships

Managing Risk in the Face of Uncertainty

Risk management on projects is unfortunately an area where due-diligence is often sacrificed to some extent in an effort to satisfy tight schedule or budgetary requirements. The impact of overlooking or not properly understanding risks can be severe and can often inhibit or put an end to projects. In harsh and uncertain environments, risk events become that much more important to identify and understand so that effective response strategies can be implemented when needed. Some of the areas covered in the context of risk management include:

• Identifying risks early (both positive and negative risks)
• Incorporating lessons learned and historical information
• Risk categorization, likelihood and impact
• Understanding the impact and likelihood of risk events
• Developing risk response strategies
• Controlling risks through monitoring and tracking measures
• Updating the risk register and incorporating new risks that arise

Strategic Planning and Industry Knowledge

Alan’s strategic and business management workshop focuses on the importance of upfront strategic planning and working through business-related challenges in order to boost performance. This program is about adapting to changes in expectations and stakeholder mentality and engaging well with customers and other we interact with. It is focused around putting people first, which is the foundation of high performance, profits and long-term success. Some of the areas that will be covered include:

• EEFs and OPAs that influence strategic planning
• Alignment of business goals and team objectives
• Regulatory compliance and impacts
• Analysis of environmental conditions and making strategic adjustments
• Managing professional relationships
• Business models and team structures
• Industry knowledge and standards

“Alan delivers an outstanding presentation. The positive feedback we have received says it all. A truly exceptional job well done!”

— Tom Reid | Global Marketing Director | Hatch Associates
Effective Communication and Stakeholder Management

Communication is an essential part of an effective team and communication issues is one of the main reasons why so many mountaineering teams fall about. We will discuss overcoming communication barriers, clarity of communication, effective communication strategies and creating an open and transparent communication culture. Some of the areas that will be covered include:

- Transparency and integrity in the way we communicate
- Identifying and resolving communication barriers and challenges early
- Communication technology - the good, the bad and the ugly
- Two-way communication models
- Non-verbal communication
- Managing formal and informal stakeholder communications

Taking Leadership to New Heights

Effective leadership in today’s society requires a shift in mentality to embrace more agile and collaborative approaches that empower people, leverage technology, instil confidence and boost performance. As leaders, we need to be able to clarify team roles, break down barriers, gain alignment on team goals and effectively work with our teams to find innovative solutions. Some of the areas that will be covered include:

- Reframing activities to focus on goals and results rather than tasks and methodologies
- Empowering your team and earning individual commitment
- Agile practices and current global trends in effective leadership
- Result-based vs. task-based leadership frameworks
- Leading with integrity and making a positive, lasting impact
- Innovation in leadership practices to drive purposeful change

Crucial Elements in Scheduling and Time Management

On Everest, a significant number of the deaths each year are from climbers who have not established a sound acclimatization schedule or climbers who deviate from their schedule. Scheduling and time management before and during the two-month climb is a crucial part of a safe and successful expedition. In this session, we explore many of the tools, processes and techniques used during the different stages of managing the time element of projects. Some of the areas that will be covered include:

- Limiting and controlling common distractions
- Planning and facilitating effective and efficient meetings
- Developing and controlling the schedule
- Schedule compression techniques
- Prioritization techniques and proven strategies
- Technology for time management - advantages and challenges
- Assessing activities to eliminate or delegate low-priority tasks

“I was very proud to have Alan represent us, in front of so many of our long-standing clients, on a night that required just the right touch between entertainment and inspiration”

— John Burnside | President | R.J. Burnside & Associates Ltd.
Optional Hands-on Group Activity

This is a fun concluding activity which relates to communication, development of trust, teamwork and various project management areas. Volunteer groups are chosen from the audience to construct the different sections of a z-pulley system, which is used for crevasse rescue in mountaineering. The exercise requires the volunteer groups to work together with ropes, knots and other climbing equipment, following images and instructions that Alan provides. Once the pulley system has been constructed, the purpose of all the various sections will be demonstrated and the overall effectiveness. It is a great way to get people out of their seats, conversing and working together in a fun, collaborative atmosphere.

PMI References

Andy Miller, PMP
President | PMI Northeast Wisconsin
Phone: (920)424-3041
Email: milleraj@uwosh.edu

David E. Steinhilber, PMP
PDD & Fall Workshop Conference Co-Chair
PMI Manitoba
Phone: 204-782-7555
Email: david@stonebuilder.ca

Matthew Ng, P.Eng., MBA, FEC, PMP
Manager, Chapters
Professional Engineers Ontario
Phone: 416-840-1117
Email: mng@peo.on.ca

Rachelle DeVries, PMP
Director of Programs
PMI Central Iowa Chapter
Phone: 515-505-9609
Email: rachelle.devries@am.jll.com

Andrew Gill, PMP, CSM
VP Programs | PMI Western Michigan Chapter
P.O. Box 8268, Grand Rapids, MI 49518
vpprograms@wmpmi.org
andrew.russell.gill@gmail.com

Rosmary Conte, PMP
Director of Programs
PMI Canadian West Coast Chapter
Email: director.programs@pmi.bc.ca

Pete Grieve, PMP
Programs | PMI Ottawa Valley Outaouais
Cell: (613) 204-4529
Emails: pete.grieve@gmail.com / programs@pmiovoc.org

Alex Scortzaru, MBA, PMP, CPHIMS
VP Professional Development | PMI Columbia River Basin Chapter Inc.
Email: vp-profdev@pmicrb.org
Phone: 509-438-2889

“An exceptional presentation. Alan’s engaging style and breathtaking visuals would intrigue any audience.”

– Bud Wendorf | Chairman and CEO | Sargent & Lundy
The Family that Conquered Everest

ISBN 978-1-77160-130-6, full-colour images, 308 pages

Richly illustrated with photos from the expedition and other outdoor adventures, Alan's book is a fast-paced and engaging story that highlights the incredible challenges and successes encountered on Everest as well as the lifestyle, strategies and mentality that prepared the Mallory family for success. It is an inspirational journey about the passion, commitment and resilience needed to make your goals a reality. Everyone has their own Everest to conquer in life and the same processes can be applied to almost any challenge or ambition. By controlling our focus and concentrating on the areas we are most passionate about, we are capable of accomplishing great things.

If appropriate for the particular event or symposium, copies of Alan’s book can be incorporated as draw prizes, event giveaways or for attendees to take home for reference. Bulk discounts available for these purposes.

Keynote Presentations

Dynamic presentations that are both inspirational and filled with valuable lessons for personal and professional development. Alan’s insights highlight strategies and important qualities for effective leadership, team dynamics and human performance.

Interactive Workshops

Engaging workshops designed with the specific event goal in mind. Alan’s programs enhance participant engagement and knowledge retention through group discussions, networking, brainstorming solutions and fun hands-on activities.

Writing & Consulting

Alan is the Author of The Family that Conquered Everest and a frequent contributor in articles and on social media. He writes and consults about the passion, commitment, skills and resilience needed to make your goals a reality.