

# Jordan Belfort

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## EDUCATION

### American University

*Bachelor of Science in Biology*

1984 – 1987

*Washington, D.C.*

### Harvard Extension School

*Certificate in Finance and Investment Banking*

1990

*Cambridge, MA*

### Professional Development Courses

## EXPERIENCE

### CEO & Founder

*Stratton Oakmont, Inc.*

1989 – 1996

*New York, NY*

- Built a leading brokerage firm that employed over 1,000 stockbrokers and raised over \$1 billion for various companies.
- Developed innovative sales strategies and techniques that significantly increased revenue and client acquisition.
- Trained and managed a large team of brokers, fostering a high-energy, results-oriented work environment.
- Navigated the firm through rapid growth and industry challenges, achieving substantial market presence.

### Motivational Speaker & Sales Trainer

2008 – Present

*Various Locations*

- Conduct motivational seminars and sales training workshops for businesses and individuals worldwide.
- Teach the 'Straight Line Persuasion' system, focusing on effective communication, sales techniques, and personal development.
- Work with clients to develop customized strategies to improve sales performance and achieve business goals.

### Author

2007 – Present

*Various Locations*

- Wrote two bestselling memoirs detailing my experiences in the financial industry and personal journey of redemption.
- Provided insights into the world of high finance, sales, and the importance of ethical business practices.

### Founder & CEO

2005 – 2008

*Global Motivation, Inc.*

*New York, NY*

- Established a company dedicated to motivational speaking and sales training.
- Developed and delivered content for workshops and seminars on sales techniques and personal development.
- Built a network of clients across various industries, enhancing their sales capabilities and personal growth.

### Sales Associate

1987 – 1989

*L.F. Rothschild*

*New York, NY*

- Gained foundational experience in stockbroking and financial services.
- Assisted clients with investment strategies and portfolio management.
- Developed strong sales skills and a deep understanding of financial markets.

## PROJECTS

### Straight Line Persuasion System | Video Production, E-learning Platforms, CRM Systems

2009 – Present

Developed a comprehensive sales training program that teaches effective communication and closing techniques. The program has been adopted by sales teams globally, enhancing their performance and conversion rates.

### The Wolf of Wall Street Film Adaptation | Film Production, Screenwriting, Consulting

2013

Collaborated with filmmakers to ensure an accurate portrayal of my life story in the critically acclaimed movie 'The Wolf of Wall Street.' Provided insights and guidance on the financial and sales practices depicted in the film.

### Sales Bootcamps | Event Management, Online Webinar Platforms, CRM Systems

2010 – Present

Organized and led intensive sales bootcamps aimed at training individuals and teams on high-performance sales strategies. Participants reported significant improvements in their sales techniques and overall performance.

**Personal Development Seminars** | *Event Management, E-learning Platforms, Marketing Automation* 2008 – Present

Designed and conducted seminars focused on personal development, goal setting, and achieving peak performance.  
Helped thousands of individuals transform their personal and professional lives through actionable strategies and motivational coaching.

**SUMMARY**

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Highly motivated and results-driven financial strategist with a proven track record in sales, entrepreneurship, and motivational speaking. Renowned for my tenure as the founder of Stratton Oakmont, my expertise lies in sales techniques, business development, and personal growth coaching.

**TECHNICAL SKILLS**

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**Sales Strategy & Techniques**

**Business Development**

**Public Speaking**

**Leadership & Management**

**Personal Development Coaching**

**Financial Analysis**