

— TRANSFORMING BUSINESS CHALLENGES INTO TRIUMPHS —

OBSTACLES TO OPPORTUNITY

A BOOK BY PAT ALACQUA



FEATURING MITCH RIED

Global Sales & Business Development Leader.
Empowerment-Driven Executive.

“Leadership isn’t about having all the answers. It’s about cultivating growth and turning challenges into opportunities for collective success.”

AS FEATURED IN CHAPTER 21:

Pushing Limits and Finding Balance with Resilient Leader, Mitch Ried

CHAPTER 21: PUSHING LIMITS AND FINDING BALANCE WITH RESILIENT LEADER, MITCH RIED

From NBA franchises to global education summits, Mitch Ried's leadership journey has always centered on one thing. Building people up.

"Everything I had ever learned was about building a cohesive team. So when I asked my team to share each other's strengths and weaknesses, it was bold, but it worked."

At the Cleveland Cavaliers, Mitch's strategy elevated performance and trust. His career includes major roles at the Atlanta Hawks and now with the GSV Summit, where he drives global business development. His approach blends honest reflection, people-first practices, and bold experimentation on the court and off.

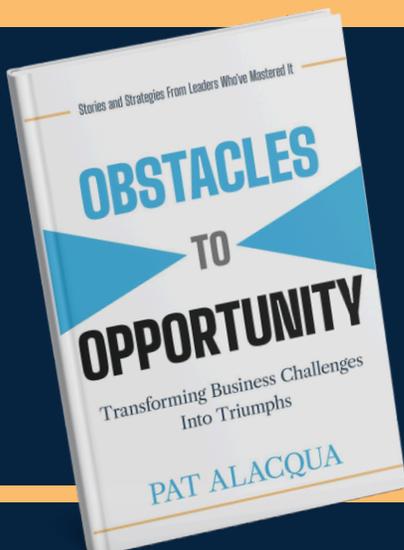
"Running became part of my leadership routine. Not just for health but for balance, for thinking, and for staying grounded in what matters most."

**GREAT LEADERSHIP DOESN'T COME FROM TITLES.
It comes from asking the hard questions, leading with presence,
and helping others grow professionally and personally.**

ABOUT MITCH RIED

Mitch Ried is a business development and sales executive with a passion for building empowered teams. From record-breaking sales in the NBA to leading the world's top education innovation summit, his approach blends practical strategy with personal growth. His story in *Obstacles to Opportunity* explores the power of presence, the importance of balance, and the leadership exercises that built winning teams and sustainable success.

**READ MITCH'S FULL CHAPTER—AND EXPLORE THE VOICES OF OTHER
TRANSFORMATIONAL LEADERS AT [PATALACQUA.COM/BOOK](https://patalacqua.com/book).**



ABOUT THE BOOK

Obstacles to Opportunity is a collection of powerful, real-world stories from leaders across industries. Each navigating a significant business challenge and discovering the opportunity within it.

You'll find practical strategies, mindset shifts, and behind-the-scenes insights from executives, entrepreneurs, and operators who turned challenges into clarity, momentum, and growth.