



## A Playbook for Achieving More in Business and Life

**NO OFF SEASON**

ForbesBooks, 2018

**No journey** worth taking, no story worth telling, is ever a straight line. The twists, turns, and roadblocks in our way are pivotal. If we cannot rise to meet these moments of hardship, they will come to define us. However, those that overcome these stumbling points, forge a greater character; one more capable than it was before.

Steve Jones is no stranger to tough opposition. Jones' corporate tenacity has been well documented since he began his security career with Universal Protection Service in 1996, going on to hold executive-level and management positions in two Fortune 500 companies. While Jones' attitude and resilience seem tailor-made for the boardroom, they were, in fact, born on the gridiron.

**I took that dream of succeeding at the highest levels and elevated it to an even bigger and badder game. The most competitive contest there is: business.**

From his earliest days, Jones was poised to be a great athlete. His father played football at Alabama under the legendary Bear Bryant before signing a contract with the Pittsburgh Pirates. The expectations were high in Jones' house and Steve demanded the best of himself in every game, every down, and every practice.

Steve was playing college ball before the injuries just became too much for him. "I had accomplished everything in my athletic career through sheer force of will, but now there was nothing left but will," he says. "I took that dream of succeeding at the highest levels and elevated it to an even bigger and badder game. The most competitive contest there is: business."

In *No Off Season*, Jones' engrossing writing will take you from his early days playing football in his father's shadow to the largest security company merger in North American history and beyond.

*No Off Season* is available now in bookstores and on Amazon.com.

# STEVE JONES

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**Steve Jones** is the CEO of Allied Universal and was previously CEO of Universal Services of America. In 2016, Universal Services of America and AlliedBarton merged to create Allied Universal, the largest security services company in North America.

Honors include being named the top job creator for two consecutive years by Inc. Magazine, winning the Vistage International Leadership Award, and earning the prestigious Ernst & Young Entrepreneur of the Year Award. Additionally, he is a member of the Young Presidents' Organization and serves on various boards, including that of Allied Universal.

Jones holds a Bachelor of Arts degree in Political Science from California Polytechnic University, San Luis Obispo, and an MBA from the University of Redlands.

**Steve Jones is a world-class chief executive. He has his eyes firmly on serving customers to the best of his ability and on growing his company at a sustainable but rapid pace. He has boundless energy and he never has an off day, let alone an off season.**

**MIKE GRAFF**

*Managing Director, Warburg Pincus; Former Partner, McKinsey & Company; Former Chief Operating Officer, Bombardier Aerospace*

**Those of us who have lived within the game of football understand it as a template for building a rewarding life. Here, in his terrific book, *No Off Season*, Steve breaks down these football fundamentals into powerful life lessons that anyone can apply to improve their own level of success in business and in life.**

**COACH CHUCK PAGANO**

*Head Coach, Indianapolis Colts (2012–2017)  
NFL Defensive Coordinator/Coach (2001–2011)*

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