



SCOTT WELLE

OUTPERFORM THE NORM

MEET SCOTT

Outperformers are not born; they're made. We ALL have the capacity to "raise our game," and Scott Welle has spent more than 15 years helping people do this, personally and professionally. He has authored 10 best selling books, has a Master's degree in Sport Psychology, is an adjunct professor at St. Olaf University and consults with top performing business leaders, entrepreneurs, as well as elite athletes, all with one common goal: to OUTPERFORM. He serves others by showing them how to tap into the mindset of challenging their self-limiting beliefs and aspiring to Outperform everyday.

Please visit him at [ScottWelle.com](https://www.ScottWelle.com).

Voted 2021 Midwest Motivational Speaker of the Year!

- Business Excellence Awards. Acquisition International



THOSE THAT OUTPERFORM

**SHERWIN
WILLIAMS®**

kw
KELLERWILLIAMS

State Farm


Allianz 

FOX


**Caribou
COFFEE.**


TOYOTA


CHEVROLET


**GRAND
CASINO**


CliftonLarsonAllen

 **Prudential**


Starkey
Hearing Technologies

 **Northwestern
Mutual®**

**United
Way** 

Edward Jones®

 **DJO
GLOBAL**

TEDx


NBC

“

He's one of the best speakers
I've heard in years!

”

John Warder

President, Top Ten Talents



TEDxAWC

SIGNATURE SPEAKING PROGRAM

**Ask about having Scott create a fully customized program for your specific initiatives or theme. In depth workshops also available.*

OUTPERFORM THE NORM

Today's world is different. It's full of unpredictability, competition, cynicism and distraction. How do you rise above it, focus on what matters and stand out as your Outperforming best?

Join Scott Welle, #1 Best Selling Author and Founder of Outperform The Norm, as he shares the peak performance strategies used by high achievers and elite performers to take your "game" to the next level:

- ✓ Challenge false beliefs that may be limiting your results
- ✓ Alleviate overwhelm by productively utilizing the "Vital 4%"
- ✓ Tap into a higher level of consistent internal motivation
- ✓ Boost positivity and happiness by up to 30%
- ✓ Adapt and thrive through pressure, change, crisis and adversity

This dynamic, high-energy keynote will raise your personal standard of excellence and give you an effortless action plan to put into play immediately.

Please join! It's your time to Outperform!



FOR BOOKING INFO PLEASE CALL 612.990.1756 OR EMAIL SPEAKING@SCOTTWELLE.COM



SIGNATURE SPEAKING PROGRAM

**Ask about having Scott create a fully customized program for your specific initiatives or theme. In depth workshops also available.*

DAILY EXECUTION. EXTRAORDINARY RESULTS.

This interactive keynote is based on Scott's latest book, focusing on the strategy of goal setting, the execution of goal achieving, and the psychology of aspiring to big things. You will learn key strategies used by elite performers to shatter mediocrity and unleash your best in this fun, high-energy session.

Because ANY goal is realistic with an intelligent plan to accomplish it.

- ✓ Set goals that motivate and empower with the O.P.P. Framework
- ✓ Stay on track, consistently, even when you're unmotivated & unfocused
- ✓ The reason DUMB Goals are superior to SMART Goals for results
- ✓ Execute with excellence by following 10 essential principles
- ✓ Avoid the BIG goal setting mistakes that sabotages your success

"Daily Execution. Extraordinary Results." will change the way you look at the performance potential for you, your team or your organization. See you there!



FOR BOOKING INFO PLEASE CALL 612.990.1756 OR EMAIL SPEAKING@SCOTTWELLE.COM



WHAT DO YOU GET WITH SCOTT?

- ✓ Content-rich speeches that motivate, inspire and entertain
- ✓ Action plans to put in play immediately
- ✓ Professionalism – on and off stage
- ✓ Customized and personalized keynotes
- ✓ Increased energy and engagement
- ✓ Bottom-line ROI from higher performance and function
- ✓ FREE Follow-up Program for Ongoing Outperformance (includes email, video series, with downloadable handouts)
- ✓ 100% Guaranteed experience

FREQUENTLY ASKED QUESTIONS

? How is Scott different from other speakers?

- ✓ Scott combines motivation and humor with practical strategies
- ✓ He has worked with professional athletes and top C-suite executives
- ✓ Scott CARES that you “get it” and will not leave until the audience knows it
- ✓ He owns the highest designation from the National Speakers Association:



Less than 500 active speakers have met this standard worldwide

The CSP® designation, established in 1980, is the hallmark of professional excellence and is held by less than 17% of NSA members. It signifies that the speaker has achieved a significant level of professional performance through a combination of experience, education, client satisfaction, and a proven commitment to continuous learning.

? What do people say afterwards?

- ✓ Common adjectives are “motivational”, “inspirational”, “real” and “funny”
- ✓ Clients love the real-world examples and practical applications
- ✓ They feel the genuineness and sincerity of his message and communication
- ✓ They appreciate how Scott tailors the message so it is relevant to the audience

? Why is Scott so relatable to his audiences?

- ✓ Vivid, engaging storytelling
- ✓ Direct, ongoing interaction with the audience
- ✓ Servant, down-to-earth leadership
- ✓ Scott is not afraid to share his personal failures and shortcomings

FOR BOOKING INFORMATION, PLEASE CALL
612.990.1756 OR EMAIL SPEAKING@SCOTTWELLE.COM



OUTPERFORM
THE NORM

A PEAK PERFORMANCE COMPANY

WATCH THE NEW OUTPERFORM MOVIE TRAILER

[CLICK HERE NOW!](#)

RAVING RECOMMENDATIONS

“

The feedback has been amazing. The salespeople said it's probably the best meeting they've ever had!

— *Debbie Tufts, General Sales Manager, Rudy Luther Toyota*

“

Scott's energy, passion and enthusiasm are contagious! His presentations are practical, engaging and motivational for all who attend.

— *Sue Nelson, Executive Consultant, Navigate Forward*

“

Scott is AHH-MAZING! His strategies on discipline and mental focus will be invaluable for my team of consultants.

— *Lisa Brainer, Senior Consultant, Jockey Person-to-Person*

“

Very encapsulating for the audience. The feedback from everyone in attendance was phenomenal.

— *Jim Sargent, Sr. Director of Marketing, Angiodynamics*

“

The best part of the meeting was Scott Welle! He knocked the ball out of the park and was spot on!

— *Brian McQuade, Financial Advisor, Edward Jones*

“

Scott's positive energy is contagious! His strategies will help you be the best version of you while focusing on a process that leads to better outcomes.

— *Barb Adams, President, Executive Coaching Insight*

“

I recommend Scott to ANYBODY who wants to be stronger mentally – and physically – in their performance, whatever that might be.

— *Chris Goebel, Head Cross Country Coach, Mora*

“

Our audience loved Scott, the feedback was superb and I look forward to working with him again very soon!

— *Chuck Bolton, President, Bolton Group*

“

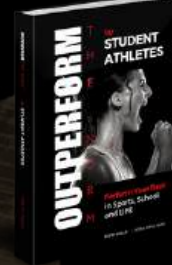
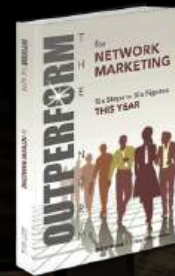
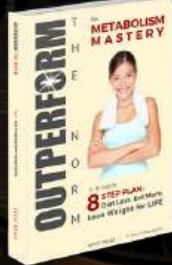
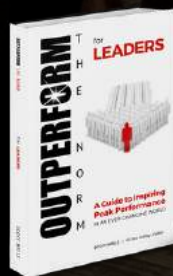
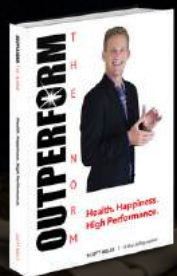
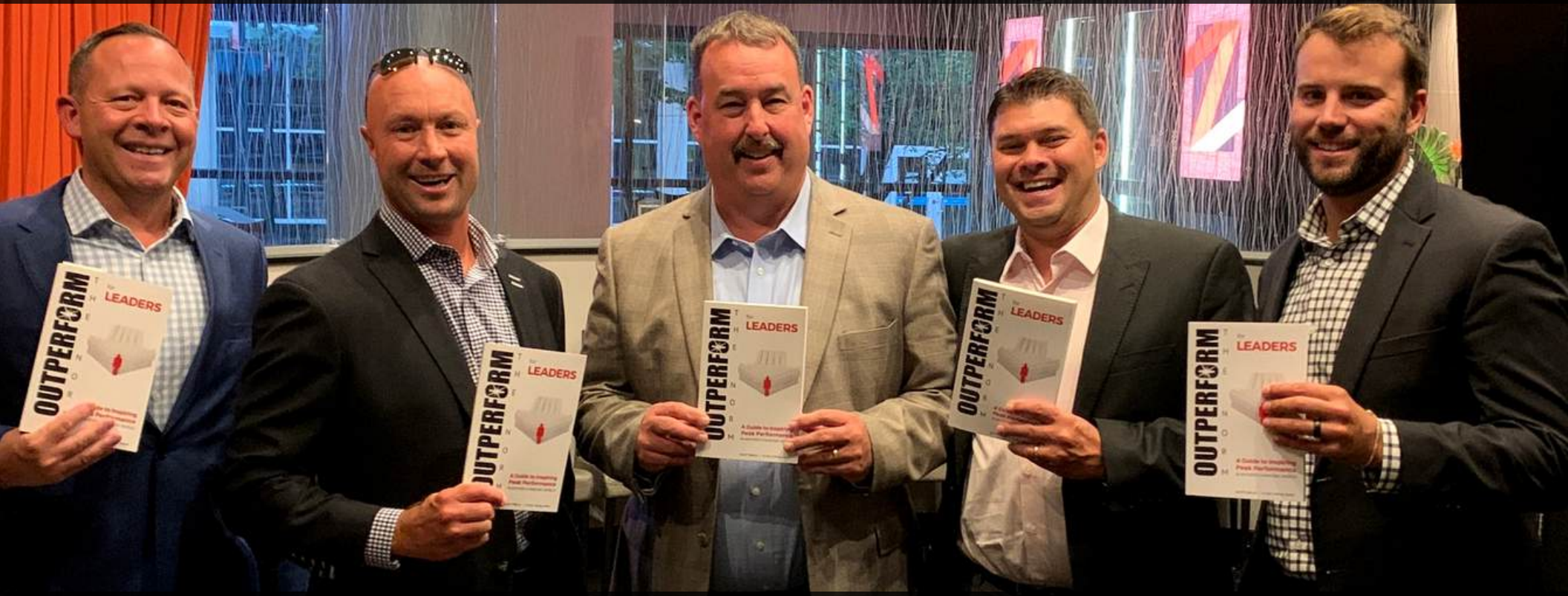
Your message is so important, powerful and meaningful for anyone wanting to grow and be at their best.

— *Derek Tamm, Managing Director, Northwestern Mutual*

FOR BOOKING INFORMATION, PLEASE CALL 612.990.1756 OR EMAIL SPEAKING@SCOTTWELLE.COM

THE **OUTPERFORM** BOOK SERIES

LEADERSHIP. SALES. PEAK PERFORMANCE. GOALS. GROWTH.



OUTPERFORMTHENORM.COM/BOOKS



OUTPERFORM PODCAST

[OUTPERFORMTHENORM.COM/PODCAST](https://outperformthenorm.com/podcast)

OUTPERFORM BLOG

[OUTPERFORMTHENORM.COM/BLOG](https://outperformthenorm.com/blog)

OUTPERFORM SOCIAL



[FACEBOOK.COM/SCOTTWELLE](https://facebook.com/scottwelle)



[INSTAGRAM.COM/SCOTTWELLE](https://instagram.com/scottwelle)



[LINKEDIN.COM/IN/SCOTTWELLE](https://linkedin.com/in/scottwelle)



[YOUTUBE.COM/SCOTTWELLE](https://youtube.com/scottwelle)



[TWITTER.COM/SCOTTWELLE](https://twitter.com/scottwelle)



“

I've been organizing this conference for 30 years and you're the first speaker to ever get a standing ovation!

————— **Laurie Klupacs**

Executive Director, Association of MN Counties

”

READY TO OUTPERFORM?

7 out of every 10 U.S. workers aren't performing to their full potential.

- Gallup -

Disengagement costs employers \$500B annually.

- Huffington Post -

Companies with engaged employees Outperform those without by 202%.

- Dale Carnegie -

Happy, motivated employees are 31% more productive, generate 37% more sales and are 3x more innovative.

- Harvard Business Review -

OUTPERFORMERS

Are healthy, happy, and high performing.

Generously give all of themselves to their craft.

Have an uncompromising pursuit of excellence.

Seek growth in the pursuit of mastery.

Know that life, and business, is a team sport.

(from Outperform The Norm by Scott Welle)

The mission of Outperform The Norm is to challenge and inspire people each day, every day, so they fall asleep at night knowing they're making the most of their precious days on this planet.

BOOK SCOTT NOW:

SPEAKING@SCOTTWELLE.COM | 612.990.1756

