

OUTPERFORM
T H E N O R M

KLDISCOVERY

OUTPERFORM THE NORM

WIN THE GAME



OUT-PER-FORM

Comparison is the thief of joy. Choose mastery.
How do you define "Outperforming" in your life?

CHALLENGE YOUR BELIEFS

Self-limiting beliefs are the governor on your individual potential.
Are there any stories you're telling yourself that aren't serving you?

BE INTENTIONAL

We always think about what we need to DO. Consider also who you need to BE.
What one word describes you showing up as your best?

REMEMBER THE MEANING

Outperformers tap into a deeper level of daily motivation about what they actually DO.
What do you DO?

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OWN THE DAY



OWN THE DAY

Own the day before the day owns you.

What can you do in the Vital 4% (first hour) to set the tone for an Outperforming day?

REMOTE RESULTS

We underestimate the impact environment has on our mindset & productivity.
How can you better structure What / When / Where / How you do things?

CLEAR THE PATH

Outperformers are more in control of their construction company.
What are the biggest obstacles / barriers / distractions standing in your way?

RECHARGE YOUR BATTERIES

Strategically schedule micro periods of disengagement to re-engage and perform even better.
What do you do to recharge your batteries?

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ADAPT & THRIVE



MOTIONS CREATE EMOTIONS

Our state affects our story, which affects our strategy.
What cues can you use to remind yourself of power posture?

USE REFERENCE POINTS

Outperformers use their struggles + triumphs as a reservoir of strength for fighting future battles.
What are your reference points? If you've done it before, you can do it again.

SAVOR THE SMALL WINS

One of the best ways to have more best days is to make progress towards a meaningful outcome.
What makes you feel like you're winning?

USE NOW + LATER

Important goals foster delayed gratification. Enjoyable goals foster instant gratification.
How can you make what you're doing more meaningful AND fun?

OUTPERFORM

RAISE YOUR GAME



ABOUT SCOTT

Outperforming leaders 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 9 best selling books and regularly consults with top performing business leaders and athletes, all with one common goal: to OUTPERFORM. He was voted the 2021 Midwest Motivational Speaker of the Year and serves others by showing them how to tap into the mindset of challenging their self-limiting beliefs and aspiring to be their best everyday.

LIVE SPEAKING

Scott speaks and conducts workshops for companies, organizations, athletic teams and small & large groups looking for a high-energy dose of motivational techniques, leadership lessons, and goal achievement strategies for peak performance.



VIRTUAL TRAINING

Similar to above but what you lose in onsite impact and energy, you gain in virtual convenience and efficiency. All webinar trainings are recorded and come with one-year internal access as ongoing professional development resources.



PERSONAL COACHING

Strategic, individual coaching to help top performers break through barriers, overcome personal challenges, and raise their game mentally, physically, emotionally and behaviorally. For those that seek the highest level of performance.

