

OUTPERFORM THE NORM

Raise Your Game.

OUTPERFORM THE NORM

Scott Welle
MS, CSCS, PES, PFT, ITCA
#1 Best Selling Author
Founder, Outperform The Norm



TODAY'S OUTPERFORMING AGENDA:

- ✓ What does it mean to Outperform The Norm?
- ✓ Strategies to help you "raise your game," personally and professionally
- ✓ Wrap Up and Q & A

"There is ALWAYS another level."





THE NORM	OUTPERFORMERS
HOPEFULLY	DEFINITELY
WHEN I HAVE TIME	I'LL MAKE IT A PRIORITY
EXCUSES	ACCOUNTABILITY
FIXED MINDSET	GROWTH MINDSET
COMFORTABLE	CHALLENGED
SECURE DECISIONS	CALCULATED RISKS
SOMEDAY	TODAY
EASY WAY	BEST WAY
FOLLOWER	LEADER
FOCUSED ON ME	FOCUSED ON WE

OUTPERFORMERS COMMIT

✓ What Are You Committed To?

- ✓ Ask yourself this question daily
- ✓ The more specific, the better
- ✓ What one word symbolizes the best version of YOU?

*"You play to win.
'The Norm' plays not to lose."*





OUTPERFORMERS ATTACK

✓ Control The Controllables

- ✓ Outcomes = motivation and direction
- ✓ Process = feedback and results
- ✓ What processes can you control that will give you the best chance of your desired outcome?

"Commit fully to the process."





OUTPERFORMERS ATTACK

✓ Minimize Distractions

- ✓ The SWEPT Strategy
- ✓ The high price of context switching

"Commit to being a single-tasker."



OUTPERFORMERS CONQUER

✓ You're Always Your Greatest Opponent

- ✓ Prepare for adversity in advance. It WILL happen.
- ✓ Use Reference Points + Vicarious Experiences

*"You win after others
have already given in."*



OUTPERFORMERS CONQUER

✓ Create Your "On-Field Identity"

- ✓ FASTEST way to boost performance
- ✓ A heightened, better version of yourself
- ✓ Rids yourself of judgments, worries, fears

*"Today is game day.
Show up as your best."*



1. What leader do you admire the most? Why?

2. What specific characteristics do they possess?

- ✓ **Physically:** How do they move? What do you see?
- ✓ **Mentally:** How do they think? What are their dominant thoughts?
- ✓ **Emotionally:** How do they feel? What are their emotions?

3. If they were sitting here right now, what advice would they give you?

4. What is the biggest thing stopping you from becoming this type of Outperforming leader?

OUTPERFORMERS CONQUER

✓ Using Your “On-Field Identity”

- ✓ Commit to focusing on ONE character trait
- ✓ Create a trigger that initiates the transition
 - ✓ An outfit, song, item, action, etc.
- ✓ Start in short spurts (5-10 minutes at a time)

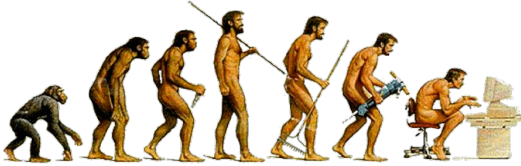
*“Today is game day.
Show up as your best.”*



OUTPERFORMERS CONQUER

✓ Command a Confident Power Posture

- ✓ Emotions are created by motions
- ✓ This will change your level of IMPACT



OUTPERFORMERS FUEL

✓ Jump Start + Plan your Day

- ✓ Breakfast = “Breaking-a-fast”
- ✓ Sets the tone for an energetic, Outperforming day
- ✓ Plan your meals (like you do your meetings)

“You purposely use food as fuel.”



OUTPERFORMERS FUEL

- ✓ **High Performance Hydration**
 - ✓ As little as 1-2% dehydration impairs performance
 - ✓ 80% of headaches are caused by dehydration
 - ✓ Drink half your bodyweight in oz of water per day!

"You purposely use food as fuel."



OUTPERFORMERS MOVE

- ✓ **The Greatest Performance Enhancer of all...**
 - ✓ EXERCISE!
 - ✓ How many benefits of exercise can you name?
 - ✓ But there is another important benefit...

"Motion is your competitive advantage."



OUTPERFORMERS ENERGIZE

- ✓ **You Have no Offseason ☹**
 - ✓ Outperforming is about STAMINA
 - ✓ Stress is not a problem; it is a lack of recovery!
 - ✓ Breath breaks (10 long/slow/deep breaths, 2x a day)

"Your batteries are charged when everyone else is drained."



OUTPERFORMERS ENERGIZE

✓ Sleep is Where the Magic Happens (REM sleep)

- ✓ Reduce blue light (use Night Shift on your iPhone and/or install Flux on your computer)
- ✓ Reduce EMFs (phone on airplane mode, wireless router is away from your bed)
- ✓ Darken your room as much as possible

"Your batteries are charged when everyone else is drained."







Text OUTPERFORM to 38470
