



WELCOME TO  
NAIFA LIVE





# OUTPERFORM 2021

DAILY EXECUTION. EXTRAORDINARY RESULTS.

**OUTPERFORM**  
THE FORM

SCOTT WELLE

## THE NORM

## OUTPERFORM

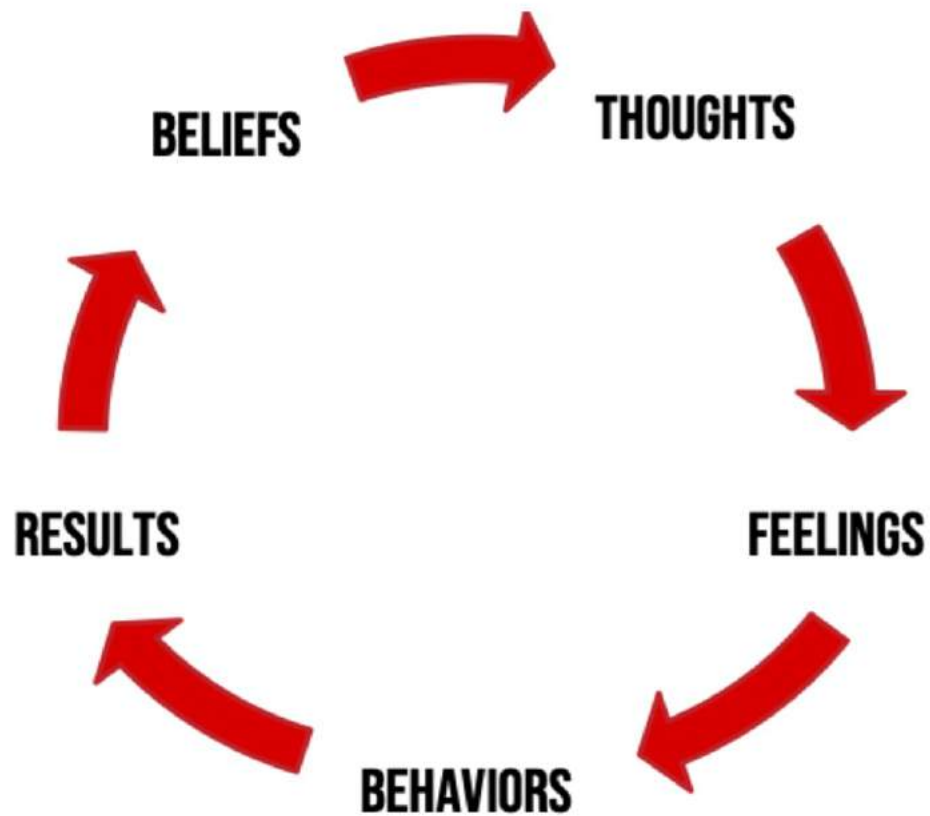


HOPEFULLY	DEFINITELY
WHEN I HAVE TIME	I'LL MAKE IT A PRIORITY
EXCUSES	ACCOUNTABILITY
FIXED MINDSET	GROWTH MINDSET
COMFORTABLE	CHALLENGED
RESOURCES	RESOURCEFULNESS
SECURE DECISIONS	CALCULATED RISKS
SOMEDAY	TODAY
EASY WAY	BEST WAY
FOLLOWER	LEADER
FOCUSED ON ME	FOCUSED ON WE

# WIN THE MENTAL GAME

THE GREATEST OPPONENT WE FACE IS OURSELVES.

**OUTPERFORM**  
THE NORM



**THE CYCLE OF  
PEAK  
PERFORMANCE**





# GOT BELIEFS?

LEADERSHIP  
WORTH  
COLLABORATION  
WORK ETHIC  
TRUST  
CONFLICT  
CHANGE





# MANAGE YOUR INPUTS

THEY AFFECT PERFORMANCE OUTPUTS.





# MAKE IT A MUST

GO FROM STRUGGLING TO SERVING.



# THE LAST DANCE



# USE FAILURE AS FEEDBACK

EVERY MISTAKE IS A LEARNING OPPORTUNITY.

# O.P.P.

FROM GOAL SETTING TO GOAL ACHIEVING.

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THE NORM





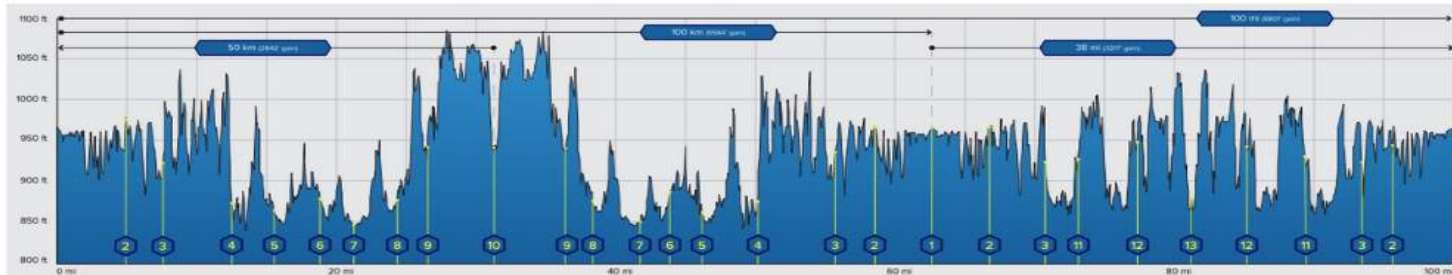
# OUTCOME GOALS

AN END DESTINATION. WHERE YOU'RE GOING, WHEN.



# PERFORMANCE GOALS

BENCHMARKS, MILESTONES, CHECKPOINTS, CHUNKS.

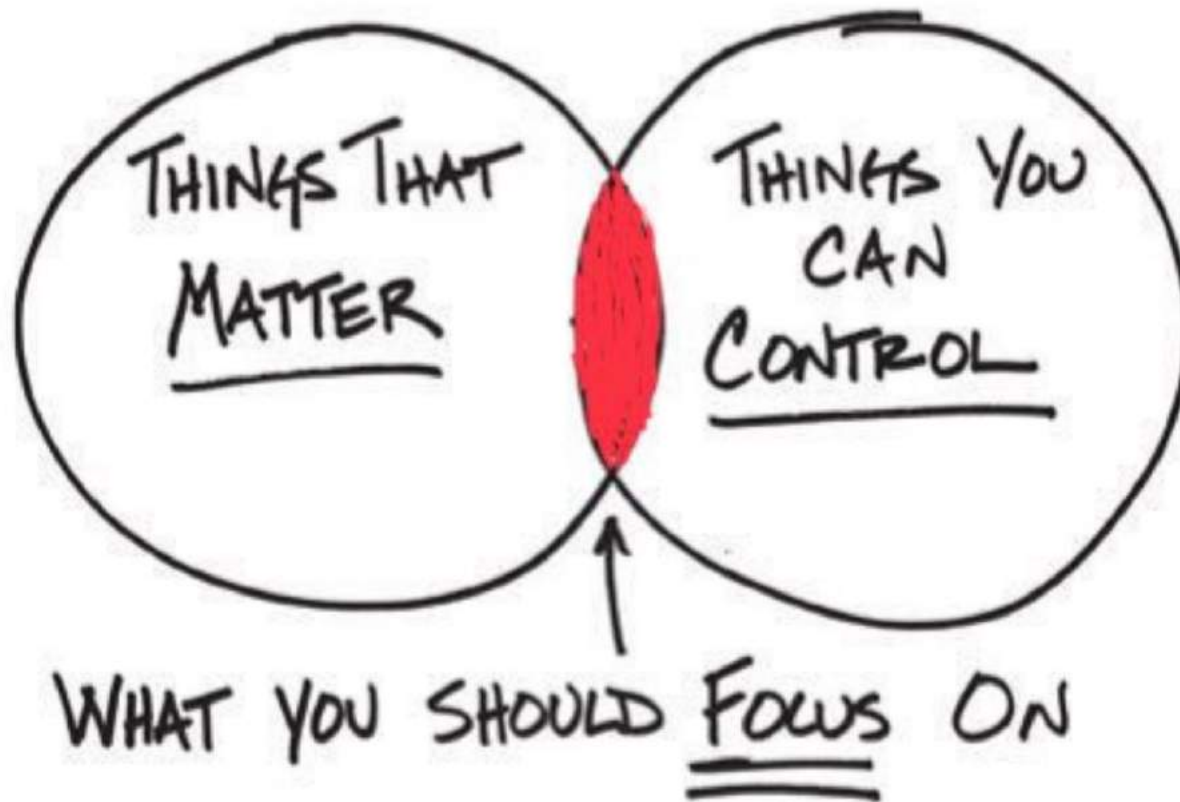




# PROCESS GOALS

DAILY CONTROLLABLE ACTIVITIES AND ACTIONS.





**PROCESS GOALS**

"WHAT DO I NEED TO DO EVERY DAY TO CLIMB THESE STAIRS?"

**OUTCOME GOAL**

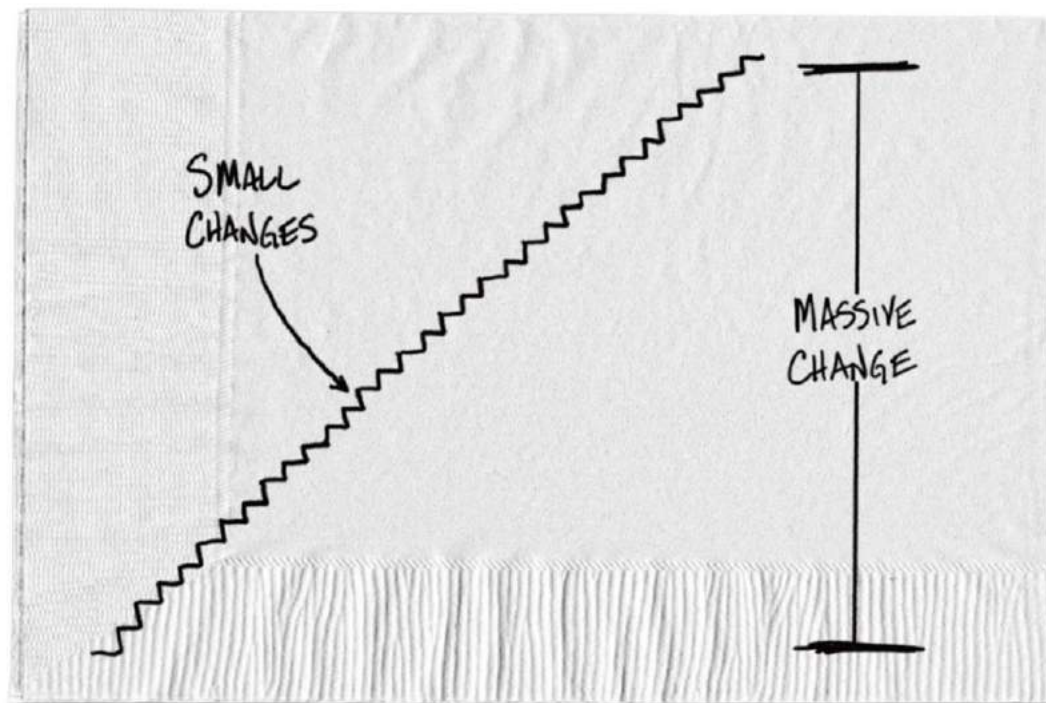
**PERFORMANCE GOALS**



# BUILD BETTER HABITS

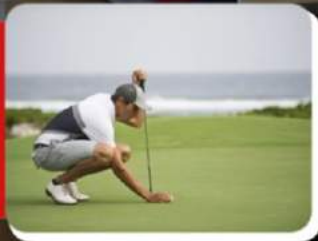
WE ARE WHAT WE REPEATEDLY DO.

**OUTPERFORM**  
THE NORM



**WHY IT MATTERS**





# 1. OWN THE DAY

CREATE PEAK PERFORMANCE ROUTINES.



# THE VITAL 4%

"ONE HOUR OF YOUR DAY. OWN IT."









# BENEFITS OF EXERCISE

## PHYSICAL

Better Sleep  
Immune Function  
Stronger Bones  
Stronger Muscles  
More Energy  
Anti-Aging  
Better Posture

## MENTAL

Cognitive Function  
Mental Alertness  
Reduced Depression  
Mental Health  
Increased Focus  
Brain Health  
Productivity

## EMOTIONAL

Self-Esteem  
Happiness  
Less Stress  
More Confidence  
Boosts Mood  
Less Anger  
Better Relationships





## 2. DO LESS

BUT DO MORE OF WHAT MATTERS.







# 3. TRACK YOUR PROGRESS

BE EXCELLENT IN EXECUTION.



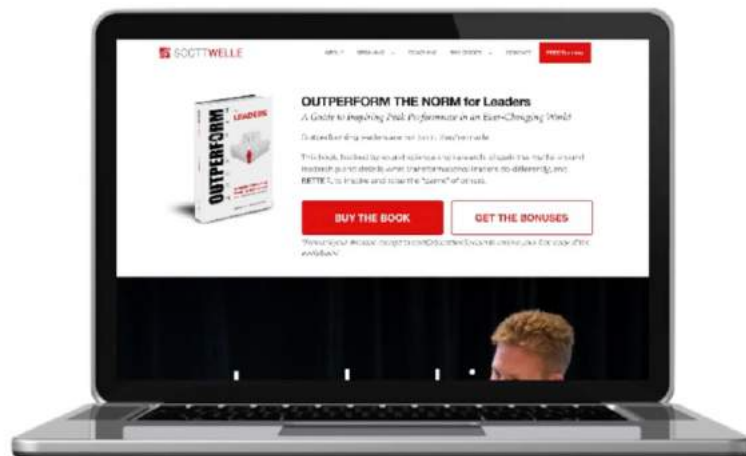


# 4. USE NOW + LATER

IS IT IMPORTANT? IS IT ENJOYABLE?



# RAISE YOUR GAME



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# BE YOUR BEST

WIN THE MENTAL GAME

USE THE O.P.P.

BUILD BETTER HABITS



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