

# Inspiring Sales Teams to **STAND UP** to Any Challenge



Celebrity **X**<sup>®</sup> Cruises

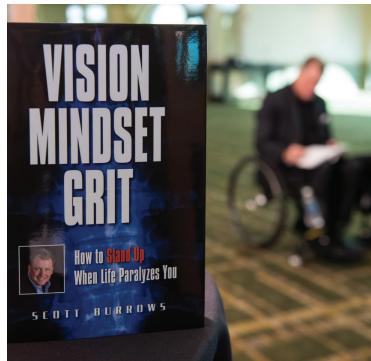


## Conquer Adversity, Persevere, Navigate Change!

Are you searching for a **Motivational Speaker** who can **INFLUENCE YOUR SALES TEAM** to be Resilient, Adaptable and Set Goals that Stretch the Mind regardless of circumstances?

### SCOTT BURROWS

Scott was a star athlete and fierce competitor. By the age of 19, he played college football at Florida State University and was a top-ranked kick-boxing Black Belt Champion whose last fight was broadcast on **ESPN**. On November 3, 1984, however, Scott's life forever changed. He was involved in a horrendous automobile accident riding passenger in his friend's car. He broke Cervical 6 and 7 vertebrae in his neck and suffered a serious spinal cord injury that left him paralyzed from the chest down and diagnosed a quadriplegic. But Scott refused to be sidelined. After graduating from college, he became a top sales producer in the Insurance and Financial Industry and qualified for the **Million Dollar Round Table**—a 100% commission-driven award that fewer than 8% of his peers, representing 500 companies in 70 countries, qualify for annually. At that conference in 1994, Scott was so inspired by the keynote speakers that he made a tough decision to leave an industry he had so much passion for to pursue a speaking career, a career that has taken him all over the world presenting to Sales Teams.



**Challenging Sales Teams  
to Push the Limits of  
What Is Possible**



# Get Ready to **EXPERIENCE** a Very **POWERFUL**, **EMOTIONAL** and **LIFE-CHANGING** Presentation!

## **VISION-MINDSET-GRIT**

*Success Strategies to Help You Stand Up  
to Any Sales Challenge*

The true measure of success is how well you respond to change, self-doubt, setbacks and fear. Whatever belief system you employ must be powerful enough to conquer these obstacles and any other impediments to your personal and professional growth, or you—and your organization—will be left behind.

As **Sales Organizations** worldwide have discovered, Scott Burrows' compelling story is the hero's journey, providing what will be an unforgettable and lasting memory to inspire

your Sales Teams to stand up to any challenge. Using his physical paralysis as a visual metaphor, Scott reveals how to drive results using the same mental focus that helped him reinvent himself after his life-changing accident. He will show you firsthand how to apply the same timeless principles of **VISION, MINDSET & GRIT** that have had a profound impact in his life. Three simple yet powerful words that, when put into action, can absolutely change the direction of both your personal and professional life, setting the stage for developing cutting-edge ideas and leadership strategies that will benefit your entire organization.



**“Moving. Emotional.  
Authentic.”** - YPO

## PRESENTATION TAKEAWAYS

### **VISION**

- ◆ Learn how to create a clear Vision that entices you to **Take Action**
- ◆ Examine the benefits of **Dreaming in Full Color**
- ◆ Discover the impact of connecting your organization to a **Shared Vision**
- ◆ Find out how Visualization can give you that **Competitive Advantage**

### **MINDSET**

- ◆ Learn how to create an unstoppable Mindset that revolves around **Poise and Execution**
- ◆ Examine the Mindset of **Letting It Happen** and **Breaking the Fall Line**
- ◆ Discover how to not let your **Mindset Become Your Biggest Handicap**

- ◆ Understand how the **Power of Forgiveness**, a leadership trait can restore hope and lead to greater productivity

- ◆ Find out how **Asking the “What” Questions** can help you navigate the chaos of adversity

### **GRIT**

- ◆ Learn what it takes to **Stretch Yourself** beyond your paralyzed state
- ◆ Examine why your **Willingness to Fail But Your Unwillingness to Quit** is a leadership trait
- ◆ Discover Gritty strategies to help you **Stand Up to Any Challenge**
- ◆ Understand what it really means to **Go with What Scares You** and **Never Give Up**
- ◆ Cultivate ways to **Unlock your Grit** by finding that **Blessman** in your life

# MAQUET

## GETINGE GROUP

"Spellbound," "entertained" and "inspired" are just a few of the words that immediately come to mind when thinking of Scott Burrows and the impact he has with audiences. Focused on making sure his message is received to positively influence, challenge and add value to each audience member is Scott's goal.

I've had the privilege of hearing most of the domestic and international's best, and Scott Burrows is among the elite. Regardless of the ages in his audience, he delivers with incredible style. Standing ovations are great, but Scott is focused more on what each person is inspired to do when they walk out. More interested in "engagement" than entertainment, Scott Burrows delivers.

### Raoul Quintero

President, Americas  
Getinge Group



Each year, our Global Sales Conference is literally our "Super Bowl" for the Celebrity sales team. It's the one time we're all together and our big shot at setting the tone for the upcoming year with a high-energy and motivational message.

Thanks to Scott Burrows, 2016 will be our best year ever! Scott's message of Vision-Mindset-Grit has literally transformed the way our team looks at challenges, sales goals and life.

As a result of Scott's life-changing message, our team will never feel sorry for themselves and, most importantly, NEVER STOP BELIEVING that ANYTHING is possible. If you want to truly inspire and motivate your sales team or team, Scott Burrows will over-deliver at every level!

### Keith Lane

Vice President of Sales, North America  
Celebrity Cruises

Mr. Scott Burrows  
Speaker and Author  
5105 Interbay Boulevard  
Tampa, FL 33611

Dear Scott:

I want to take this opportunity to thank you for your participation in our annual Jack Henry and Associates National Sales Meeting on Tuesday, July 14 at the Omni Hotel in Fort Worth, Texas.

Your story and presentation are powerful. You effectively conveyed to our team of roughly 300 attendees that we all have the potential to overcome challenges and obstacles. Given your situation, you have demonstrated by example that even the most overwhelming of setbacks can be converted to success, fulfillment and personal realization.

You did a very effective job of tailoring your message to our audience; personalizing your story for each of us in the audience such that we are now motivated to push ourselves harder than we would prior to hearing your inspiring words. You also integrated our company divisions, objectives and nomenclature into your presentation quite well.

Scott, thank you once again and please don't hesitate to use me as a professional reference. I'm proud to endorse your efforts and applaud your accomplishments.

Sincerely,

A handwritten signature in black ink.

Steven W. Tomson  
Director of Sales  
ProfitStars of Jack Henry and Associates, Inc.  
[stomson@profitstars.com](mailto:stomson@profitstars.com)



[WWW.PROFITSTARS.COM](http://WWW.PROFITSTARS.COM)

The John Hancock logo, featuring a stylized "J" and "H" intertwined, with the brand name "John Hancock" and the tagline "the future is yours" in a script font.

### John Hancock Financial Services

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Hugh McHaffie  
President  
U.S. Wealth Management

Scott,

I want to thank you for your very impactful presentation at our US Wealth National Sales Meeting. The current severe economic downturn has created great trepidation for our sales associates regarding what the future holds for them. Your personal story of success, overcoming unfathomable challenges, opened their minds to new possibilities. This is exactly what the doctor ordered to maintain our motivation and momentum. Your professional delivery and ability to make your story relevant to our company was extremely well done. No doubt the two standing ovations you received indicated the intensity of your talk and how much you impacted the audience.

On a personal note I truly admire what you have accomplished. My family has endured a similar tragedy and understands the challenges of simple daily activities. You have not allowed your paralysis to slow you down "one step." I wish you and your family many years of good health and joy.

Sincerely,

A handwritten signature in blue ink.

Hugh McHaffie

## SCOTT'S COMMITMENT TO YOU

**A**s top-rated Motivational Keynote Speaker Scott Burrows' clients will tell you, his presentations are customized exclusively for your organization. With a personal touch, he seamlessly weaves in your company's challenges, core values and objectives at hand—while lending his own personal story and anecdotes that will complement your overall theme and messaging of any product you may have.

After you book Scott, his team will forward you a pre-event questionnaire and schedule a conference call with Scott so you can discuss your event in greater detail. Using that information, he will personalize his message, which will include a dynamic blend of content, humor and takeaway value.

As you explore his website, you will find content information, video footage and video testimonials so you'll be confident you're making the right investment by booking him for your next conference.

Scott arrives the day before your event to make himself available to engage with key people in your organization. He will then meet with your audiovisual team to assure a smooth transitioning of the event details. Finally, to complete this top-notch experience, Scott requires a wireless microphone, computer and video projector to play his opening and closing videos, as well as a wheelchair ramp to get onto the stage. Following his keynote, Scott requests a 6' skirted table for his book signing.

## SCOTT'S SALES CLIENTS

(partial list)

Adecco, Aetna, Allstate, American Family Insurance, Ameriprise Financial, Anixter, Automotive Fleet and Leasing Association, Automotive Oil Change Association, Automotive Training Institute, Brookside Laboratories, Canon, Citigroup, Conklin Companies, Crop Production Services, Dobbs Dealership, Eli Lilly, Enbridge Pipeline, Erie Insurance, Financial and Insurance Conference Planners, General Electric, Great West Life, Growmark, Guardian Life, HM Insurance, HSG/Code Blue, ICICI Prudential, India, ING, JD Melberg Financial, John Hancock, John Hancock Financial Services, Kaiser Permanente, Liberty Mutual, Life Insurance Settlement Association, Lincoln Financial Group, Lincoln National, Macy's, Massachusetts Mutual Life Insurance, Met Life, Michigan Auto Parts Association, Murphy Brown, National Financial Network, National Financial Partners, National Lubricating Grease Institute, Nationwide Insurance, Oracle, PepsiCo, Phillips-Van Heusen Corporation, Principal Financial Group, Pro Equities, Protective Securities, Prudential Financial, Randall Reilly, Scott and Stringfellow Financial - Broker Dealer, Secura Consultants, Securities Industry and Financial Markets Association, Seed Technology Growers, Select Sires, Senior Market Advisor

Magazine, Smithfield Farms, South Carolina Auto Dealers Association, State Farm, Suez, Target, Tennessee Farmers Cooperative, United Suppliers, Western and Southern Financial



***"You hit a hole-in-one with our sales conference in Vegas!"***

***"Scott did an amazing job at our conference in Costa Rica and truly impacted lives!"***

***"Your message of Vision, Mindset and Grit, is simple but so very powerful!"***

