



Scott Epp

Motivational / Leadership Speaker and Trainer



We exist to empower leaders and teams to breakthrough and achieve their potential!

Scott Epp

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Motivational / Leadership Talks – Led by Scott Epp

(with Rate Guide)



All of Scott's Motivational Talks are engaging and tailoured with the outcomes that you want!



Motivational / Leadership Talks

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Green indicates Motivational Talks with an emphasis on communication, leadership and soft skills.

Blue indicates Motivational Talks with an emphasis on inspiration, goals, resilience and well-being.

Imagine walking away from a keynote not just inspired but empowered with actionable tools to achieve greatness. That's the Scott Epp difference.

Scott Epp is a Canadian-born motivational keynote speaker and corporate trainer whose dynamic and transformative approach has inspired thousands of leaders and teams worldwide. With over 200 motivational keynote talks and countless workshops delivered since 2001, Scott is the speaker of choice for organisations looking to ignite passion, build resilience, and drive authentic results.



Scott's journey in public speaking includes 12 years with **Toastmasters International**, where he honed his craft, won numerous competitions, and became a finalist in the **Toastmasters International Humorous Speaker Competition in 2012**. These experiences, combined with his unique storytelling talent, have cemented his reputation as a standout in the field of motivational speaking. Scott's keynotes offer profound insights into **leadership, motivation, resilience, and emotional intelligence**, delivered with energy, humour, and actionable takeaways that audiences can implement immediately.

His mission is clear: **"Empowering people to become their authentic, amazing best."** This passion has led him to partner with globally renowned organisations such as NBC Universal, Hyundai Mobis, Link Business Broker, Potash Corp, QBE Insurance, Procter & Gamble, The NRL, BHP, Westpac, and the Government of New South Wales. As a **Certified Professional Coach** and **Senior Certified Life Languages™ Communication Coach and Resilience Coach** with over 10,000 hours of coaching experience, Scott brings unmatched depth and expertise to every stage and training room he enters.

What sets Scott apart?

His ability to connect deeply with audiences while inspiring meaningful action. Scott's talks are a masterclass in heartfelt storytelling, inspiration, and practical strategies. Here are some of the outcomes that participants experience:

- *Reignite their purpose and passion*
- *Develop resilience to thrive under pressure*
- *Embrace authentic leadership that drives results*

From his roots on a farm in Saskatchewan, Canada, to his thriving career in Sydney, Australia, Scott's personal journey reflects the resilience and determination he inspires in others. His background in sales and management, where he oversaw multi-million-dollar accounts for clients like McCain Foods and Monsanto, laid the groundwork for his successful corporate training and coaching business.

When he's not inspiring audiences, Scott is a devoted husband to Nicole and a proud father of three adventurous boys. An **Australian Certified Ice Hockey Coach**, he also Coaches youth hockey teams in Sydney and organises transformative retreats and father-son adventures to deepen connection and inspire action.

Scott Epp's compelling storytelling, engaging approach, and proven strategies make him a top keynote speaker, helping individuals and organisations unlock their highest potential. If you're seeking a speaker who doesn't just motivate but creates lasting transformation, Scott is your ideal partner for your next event.



"Thanks again Scott, it was great to have the opportunity to work together! The team really enjoyed your session on Building Rapport, Forging Genuine Connection and Cultivating Empathy. They were able to take away some great tools and tips from the session. Appreciate your collaboration and support in bringing this to life." - Jessica Henley – Strategic Customer Leader at QBE Insurance

"Thank you, Scott, for your fantastic presentation at the Scotiabank Managers Conference. You made us laugh, and you inspired us to get unstuck in life. Your values exercise was a great success, and everyone had insights into what mattered the most to them. Your life 'I am amazing' has caught on and everyone in the office is using it." - Joanne Fisher – Small Business Development Manager at Scotiabank



"Scott led keynote talks in 10 cities around Australia to our Insurance brokers and teams, and we are really happy with how he presented. He is an inspiring speaker and an effective communicator. He demonstrated his communication and engagement skills as he delivered his talks on authentically building rapport and trust."

- Glenn Schultz - General Manager at Austbrokers, IBNA Member Services Pty Ltd

"The Life Purpose and Abundance Retreat has been really good for me and my team... I've made some really important discoveries in the last 2 days, and I have a plan moving forward. Scott is so positive and enthusiastic, and his content was in-depth as we discovered our values, strengths and purpose. The team bonding was exceptional." - Suellen Beatty – CEO at Sherbrooke Community Society Inc.



Topic 1 - Breaking Barriers and Building Bridges with Communication IQ

Is miscommunication causing frustration, disconnect, or missed opportunities in your team?

Strong teams, high-performing workplaces, and thriving customer relationships all have one thing in common—great communication. When individuals understand not just how they communicate, but how their words, tone, and approach impact others, they create stronger connections, higher trust, and greater success.

Breaking Barriers and Building Bridges with Communication IQ is a powerful, motivational talk designed to help teams overcome communication roadblocks, eliminate misunderstandings, and foster a culture of clarity and collaboration.

Miscommunication leads to breakdowns in teamwork, inefficiency, and lost business. This session dives deep into communication dynamics, equipping participants with practical tools to identify their strengths, improve interactions, and adapt to different styles. By developing a high Communication IQ, your team can build better relationships, resolve conflicts faster, and create an environment where everyone feels heard and valued.



Scott Epp's motivational sessions are renowned for their energy, relevance, and real-world impact. Scott is the Senior Leader for Communication IQ here in Australia and he has led over 50 trainings and talks with this topic with vast breakthroughs on teams ranging from Culture Kings to Australian Veterinary Association and Hall & Wilcox Lawyers. His ability to create engaging, transformative experiences has left a lasting impression on diverse organisations. At NSW Health, Senior Human Resource Officer Kalani Thorogood praised Scott's ability to connect with teams: *"Our team really enjoyed discovering our Life Languages and reflecting on their influence on our communication and interactions. Scott's engaging approach made the session both enlightening and practical..."*

Motivational Talk/Training Will Focus on These Outcomes:

- Break down communication barriers that create misunderstandings and inefficiencies.
- Understand the Mover, Doer, Influencer, Responder, Shaper, Producer and Contemplator Communication Styles.
- Discover personal communication strengths and areas for growth.
- Bridge the gap between different communication styles.
- Learn to communicate effectively with leaders, peers, and customers.
- Recognise Distress Flares and master de-escalation techniques.
- Transform communication weaknesses into strengths.
- Empower individuals to feel heard, valued, and understood.

As part of this motivational talk, participants will discover their own communication styles in real time. During the session, your team will complete a Free 3-Minute Quick Access Questionnaire: Participants will take a brief assessment to uncover their primary communication styles. These results will be unpacked live during the session, offering immediate insights into how team members interact.

Optional In-Depth Personal Reports: For deeper insights, participants can complete a 15-minute questionnaire for \$60, which includes a 15–20-page detailed personal report with analysis of communication strengths and strategies for improvement. This profile highlights the dynamic range of communication styles participants possess. **Team Communication IQ Report:** For teams opting for the full assessment, we'll compile a group communication report highlighting cross-team dynamics, potential friction areas, and valuable insights to build stronger teams.



Communication isn't just about exchanging information—it's about fostering trust, building relationships, and ensuring every interaction drives success. Whether your team is struggling with miscommunication, looking to boost collaboration, or simply aiming for higher performance, this talk provides the insights and tools to break down barriers and build lasting connections.

Topic 2 - Cultivating a Healthy, Cohesive and High-Performing Team

Is your team working together, or are they stuck in silos?

In a world where teams are more interconnected than ever, poor communication and lack of collaboration can silently undermine your success. But here's the truth: the health and cohesion of your team isn't just important—it's your greatest competitive advantage.

Patrick Lencioni, a global expert on team dynamics, says that team health is the single most significant factor that determines an organization's success. When your team trusts each other, communicates effectively, and works toward a shared vision, you create a thriving workplace where people perform at their best.



This motivational leadership talk is about more than just communication—it's about transforming how your team operates at its core. I'll guide your leaders and team members through an empowering experience, showing them how to break down silos, build trust, and create a cohesive culture that drives results. Scott has led dozens of talks and trainings with leaders and their teams on this topic. Here's what Hina Kapoor, Human Resources Manager at Hyundai Mobis shared: *"Highly*

engaging, with well-structured content that effectively addressed the key areas of team cohesion and building. The interactive activities kept everyone involved and motivated, fostering a stronger sense of unity and mutual respect among team members. Scott's professionalism and expertise ensured the training met our objectives effectively. It was a valuable investment in enhancing our team dynamics."

In this powerful presentation, dive into the barriers that keep teams from reaching their full potential. Scott draws on principles from Jim Collin's *Built to Last – Successful Habits of Visionary Companies* and *Good To Great* and Patrick Lencioni's *The 5 Dysfunctions of a Team* and *The Advantage*.

The Motivational Talk/Training will focus on these outcomes:

- Your team will learn how to work together with purpose and clarity.
- Transform communication breakdowns into opportunities for collaboration.
- Your team will discover how to move beyond individual efforts and focus on collective success.
- When team members feel valued, empowered, and aligned with the organization's vision, they're motivated to excel.
- Understand the dynamics that make-or-break high-performance teams.
- to appreciate and maximize each team member's unique contributions.
- Disagreement isn't the problem—knowing how to navigate it productively is the key to collaboration.
- Set clear goals, commit to action, and hold each other accountable to elevate team performance.
- Trust is the foundation of any strong team, and we'll explore how to cultivate it day by day.

Your organization's growth depends not just on your strategy, but on **how well your team works together**. By prioritizing team health and cohesion, you're creating a workplace where collaboration flourishes, and people are motivated to perform at their highest level.

This motivational leadership talk will inspire your leaders and teams to break down communication barriers, trust one another, and work together toward shared goals. Teams that thrive together succeed together—and with the right mindset and tools, your team can reach new heights.

Are you ready to unleash the power of teamwork in your organization? Let's create a culture of trust, collaboration, and lasting success.



Topic 3 - Building Rapport, Forging Genuine Connections and Cultivating Empathy

How much more productive and positive could your workplace be if your team mastered the art of empathy, rapport, and authentic communication?

Scott Epp will deliver an engaging and impactful Motivational Talk/Training designed to elevate the skills and capabilities of Team Members. In an ever-evolving professional landscape, the ability to connect on a genuine and empathetic level has become paramount. Through this inspiring and interactive Motivational talk/training, Scott will empower your team members with the tools and insights necessary to foster meaningful connections, enhance rapport-building techniques, and cultivate a heightened sense of empathy. The Motivational Talk/Training promises to be both enlightening and practical, equipping your team members with skills that will not only develop their empathy and connection but also contribute to a more positive and productive work environment. Scott will infuse engaging stories, learning and activities that integrate the learning.



The Motivational Talk/Training will focus on 3 Central topics:

- 1) **Building Rapport.** If someone is hesitant, closed, uncooperative, and reluctant to communicate with you, it is likely that you have not yet built rapport. Developing a strong sense of rapport with clients or team members ensures you have a high level of trust, confidence and participation. Taking the time to build rapport with customers and potential customers can contribute to sales, business growth, customer retention, referrals and more. Rapport is crucial to the success of any business and while essential for sales and customer relationships, rapport is also vital for in-house employee relationships.
- 2) **Forging Genuine Connections.** Customer Relations is essential and it helps companies give customers what they want and need. However, some customers and clients may be challenging. With the right training, skills, and knowledge, any challenging or difficult customer can be handled graciously and effectively.
- 3) **Cultivating Empathy.** Empathy is not an inherent trait; it's a skill that can be developed and refined. Discover practical techniques and strategies that can help individuals enhance their empathetic abilities, enabling them to better understand others' perspectives and emotions. We will unpack the neuroscience of empathy and unpack empathy as a learnable skill.



This Motivational Talk/Training will highlight strategies for your Team Members to move from superficial to real connections with people. Body language and first impressions are vital keys to becoming a highly engaged individual and for building a highly engaging culture. The precious first moments (on the phone or in person) when your team members interact with customers is paramount. Each participant will become a more effective listener, through the development of “active listening” skills and they will gain vital soft skills to graciously handle challenging people.

Participants will be activated with powerful communication, authentic rapport building, and body language skills.

The Motivational Talk/Training will focus on these outcomes:

- Understand the “Authentically Building Trust and Rapport®” Communication Model.
- Know how to prepare for challenging conversation that will result in rapport being established.
- Know how to make a positive first impression.
- Understanding the foundations of empathy and the science of empathy.
- Identify ‘Empathy Blockers’ and ‘Communication Killers.’ And learn to step into other people’s shoes
- Practicing curiosity, active listening, and advanced communication skills.
- Cultivate a positive attitude and reduce irritability and escalation when communicating with challenging people and/or challenging situations
- Manage internal and external stress.
- Activate learning with breakouts to practice curiosity, active listening, and advanced communication skills.

Your Team Members will work on becoming a more emotionally intelligent as they learn skills to develop empathy, build rapport and forge genuine connections.

Topic 4 - Mastering the 7 Habits of Highly Effective People

Are you ready to empower your team to achieve unparalleled success by adopting the principles of highly effective people?

True effectiveness in today's professional environment requires more than just productivity—it demands a mindset that transforms the way we lead, connect, and grow. Based on Stephen Covey's timeless *The 7 Habits of Highly Effective People*, Scott Epp's motivational talk goes beyond theory to deliver a practical, interactive, and inspiring experience. This isn't just a keynote—it's a breakthrough moment designed to leave your team motivated, equipped, and ready to thrive.



Scott Epp brings the 7 Habits to life with relatable stories, interactive exercises, and live examples designed to engage participants and make an immediate impact. With decades of experience in leadership, resilience, and communication, Scott integrates actionable insights and real-world applications tailored to the challenges of today's workplace.

You'll discover how to: Be Proactive by mastering intentional decision-making to take charge of outcomes; Begin with the End in Mind by developing a clear vision that aligns personal and professional goals; Put First Things First by prioritising effectively to focus on what truly matters; Think Win-Win by cultivating a collaborative mindset to build trust and strengthen relationships; Seek First to Understand, Then to Be Understood by transforming communication through empathetic listening; Synergise by leveraging diverse strengths to foster teamwork and innovation; and Sharpen the Saw by investing in continual growth to sustain peak performance.

Scott's dynamic approach ensures this talk is practical and memorable, blending Covey's principles with his own experiences in leadership, sales, and coaching. As a motivational speaker and Certified Professional Coach, Scott has inspired thousands of leaders and teams worldwide through over 200 keynote talks. His leadership background includes managing multi-million-dollar sales accounts, serving as a Certified Life Languages™ and Resilience Coach with 10,000+ hours of coaching experience, and partnering with renowned organisations such as QBE Insurance, NBC Universal, BHP, and The NRL.



The Motivational Talk/Training will focus on these outcomes:

- Develop a proactive mindset to handle challenges with confidence and clarity.
- Create a shared vision and set actionable, achievable goals aligned with personal and professional success.
- Strengthen collaboration by cultivating trust and adopting win-win thinking.
- Enhance productivity by mastering prioritisation and focusing on what truly matters.
- Transform communication through empathetic listening and mutual understanding.
- Build resilience and a commitment to ongoing personal and professional growth.
- Foster a team culture that thrives on synergy and innovation.



This talk goes beyond motivation—it's a catalyst for meaningful change. Participants will gain practical tools and techniques they can implement immediately, leaving inspired and empowered to make lasting improvements in their professional and personal lives. We can even include vision and goal worksheets in the participant workbooks.

Whether your team is navigating leadership challenges, striving for greater synergy, or looking to elevate their effectiveness, this talk is the perfect fit. Let Scott Epp guide your team to embody the principles of highly effective people, transforming not just how they work, but how they think and grow. Success isn't just about what you achieve—it's about the habits you develop to sustain it.

Topic 5 - The 10 Tenets of Compassionate Servant LEADERSHIP

Are you leading to succeed, or are you leading to serve with compassion?

Every leader must reflect on this vital question. Leadership goes beyond meeting targets or managing tasks—it's about creating a workplace where people feel valued, supported, and inspired.

The most effective leaders don't just drive results; they genuinely care about their team's well-being, growth, and emotional resilience. Compassionate servant leadership blends empathy and emotional support with humility and empowerment. This motivational talk invites you to lead with purpose, putting people first and creating lasting impact.



By exploring the Ten Tenets of Compassionate Servant Leadership, you'll learn practical strategies to foster trust, boost morale, enhance emotional and psychological safety, and achieve sustainable success, shifting your leadership from task-oriented to compassion-centred.

The 10 Tenets of Compassionate Servant LEADERSHIP

1. **Listening:** Actively and compassionately hear your team's needs, emotions, and ideas, unlocking deeper understanding and trust.
2. **Empowering:** Encourage autonomy, initiative, and ownership within your team, inspiring them to reach higher and believe in their capabilities.
3. **Awareness:** Cultivate self-awareness and emotional intelligence to understand and compassionately respond to your team's needs through meaningful action.
4. **Discernment:** Employ foresight and insight to compassionately anticipate and guide your team through challenges and opportunities.
5. **Empathy:** Build authentic connections by understanding and sharing the emotional experiences of your team members, strengthening loyalty and resilience.
6. **Relationships:** Foster strong, meaningful relationships grounded in trust and mutual respect, creating a united, motivated, and caring workplace.
7. **Stewardship:** Commit to ethical leadership by responsibly managing and nurturing your organization's resources and your people's wellbeing.
8. **Healing:** Establish environments where team members confidently express themselves without fear, encouraging open dialogue, vulnerability, psychological safety and emotional support.
9. **Invest in Your People:** Actively support and encourage your team's growth through mentoring, coaching, and personal development, recognizing and nurturing their full potential.
10. **Persuasion:** Influence positively through compassionate dialogue and collaboration, leading your team by example rather than authority alone.

These tenets form a leadership foundation that not only achieves results but transforms your team and workplace culture. Imagine creating an environment where your people feel motivated, valued, and deeply connected. Transitioning from traditional leadership to compassionate servant leadership fosters a culture where individuals naturally contribute their best because they genuinely feel cared for and invested in their collective success.



The Motivational Talk/Training will focus on these outcomes:

- Shift from solely results-driven leadership to compassionate, people-focused leadership.
- Enhance cohesive, resilient teams aligned with a shared purpose and inspired vision.
- Build communication skills, foster active listening, and manage conflicts with emotional intelligence and empathy.
- Lead with foresight, confidence, and compassion through inevitable workplace challenges.

If you're ready to make an authentic, lasting impact—beyond managing tasks and targets—this keynote will empower you to unlock your team's full potential. Lead with vision, empathy, and compassion, and become the leader your people trust, respect, and are eager to follow. Because true leadership is about compassionately serving others, not merely achieving success.

Topic 6 – Building Culture from Within: How Mindfulness and Resilience Strengthen Teams

Is your team thriving together, or merely surviving today's pressures?

Building a healthy, high-performing team culture isn't just an advantage—it's essential. Successful teams trust each other, communicate effectively, and respond resiliently when adversity strikes. But how do we build this culture from within? The answer lies in cultivating mindfulness and resilience.

In this motivational leadership talk, we'll explore how mindfulness—a practice of intentional awareness and being fully present—can fundamentally transform your team dynamics. Mindful leadership fosters clarity, empathy, and purposeful action, directly enhancing communication, collaboration, and trust within your team. As mindfulness becomes integrated into your daily operations, it naturally breaks down barriers between individuals, nurtures mutual support, and empowers team members to perform at their peak, with greater alignment and cohesion.



Yet, even the most cohesive teams encounter challenges and setbacks. This is where resilience becomes essential. Resilience—the ability not just to withstand but to actively thrive through adversity—complements mindfulness by enabling teams to respond proactively and constructively to stress, change, and unexpected obstacles. Rather than seeing challenges as threats, resilient teams see them as opportunities for growth and innovation.

Throughout our session, you'll explore the six key domains of resilience:

- Vision: Clarifying your shared purpose and direction.
- Composure: Staying calm and in control under pressure.
- Reasoning: Adapting and solving problems creatively.
- Health: Prioritising physical and emotional wellness.
- Tenacity: Demonstrating grit and persistence in challenging times.
- Collaboration: Building trusting relationships and networks of support.

To deepen your practical understanding, we offer the Predictive 6-Factor Resilience Assessment. Participants have the option to complete a brief, free 3-minute assessment during our session for immediate insights or choose a comprehensive personal assessment (\$30 per person), providing detailed, personalised reports when completed in advance.



The Motivational Talk/Training will focus on these outcomes:

- **Enhanced Mindful Leadership Skills:** Learn practical mindfulness techniques to lead your team with intention, empathy, and clarity, improving decision-making and emotional intelligence.
- **Improved Communication and Trust:** Gain strategies for fostering open, honest communication, dismantling departmental silos, and strengthening team collaboration and unity.
- **Strengthened Team Resilience:** Equip yourself and your team with proven tools and strategies to manage stress, maintain composure under pressure, and transform challenges into opportunities for collective growth.
- **Focused Individual and Team Development:** Utilize insights from the Predictive 6-Factor Resilience Assessment to create targeted action plans, guiding continuous improvement for individuals and the team as a whole.

Mindfulness and resilience are not optional extras—they're foundational elements in building a powerful, supportive, and high-performing team culture. Your organisation will become increasingly connected, responsive, and confident in facing whatever challenges the future holds.

Are you ready to foster mindfulness, cultivate resilience, and strengthen your team's culture from within? Let's take the next empowering step together.

Topic 7 - The Abundance Mindset – Beyond the Growth Mindset

What if the key to unlocking your full potential lies in a shift so profound yet so simple—your mindset?

In **The Abundance Mindset - Beyond the Growth Mindset**, Scott Epp takes audiences on an inspiring journey of transformation, challenging them to go beyond the conventional Growth Mindset and embrace a mindset of limitless possibilities. While the Growth Mindset, introduced by Dr. Carol Dweck, has helped countless individuals break through self-imposed limitations, Scott expands on this foundation with **The Abundance Mindset**, a game-changing paradigm that elevates success, fulfillment, and personal well-being to new heights.



A Growth Mindset teaches that intelligence, and abilities can be developed through effort and perseverance. This shift alone empowers people to embrace challenges and keep growing. But what if growth isn't enough? The Abundance Mindset goes further—it instills the belief that there is more than enough success, opportunity, and fulfillment for everyone. It dismantles the scarcity mentality that fuels self-doubt, fear, and competition and replaces it with a mindset of confidence, gratitude, and empowerment.

Scott's talk is more than motivational—it's a call to action. He breaks down the **7 Powerful Keys to Create Your Abundance Mindset**, showing how simple yet profound shifts in thinking can open new doors in both personal and professional life. Attendees will:

- **Uncover where scarcity thinking is holding them back.** Many professionals unknowingly operate from a place of fear—fear of failure, fear of missing out, or fear of not being 'good enough.' Recognizing these patterns is the first step to change.
- **Learn how to replace limiting beliefs with empowering ones.** Self-sabotage, imposter syndrome, and hesitation dissolve when we reframe our reality with abundance.
- **Develop a mindset that embraces opportunities rather than competition.** Success isn't a limited resource. When individuals and teams embrace this truth, collaboration and innovation flourish.
- **Discover the link between the Abundance Mindset and personal well-being.** Gratitude, self-worth, and a renewed sense of purpose lead to resilience and fulfillment.

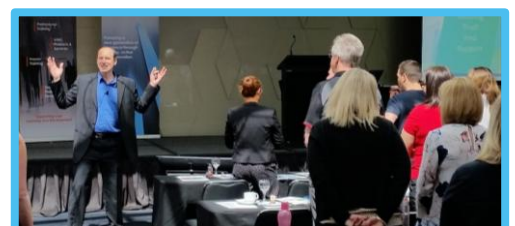


Scott doesn't just inspire—he equips. Attendees will walk away with practical tools, including:

- **The Abundance Mindset Visualization.** A powerful exercise that helps individuals align their subconscious with their conscious goals, unlocking creativity and confidence.
- **Personal Abundance Mindset Declarations.** Participants will craft their own affirmations to reinforce their new mindset, anchoring positive change into their daily lives.
- **Actionable steps to integrate the Abundance Mindset into work and life.** Whether leading a team, pursuing a personal dream, or navigating change, this mindset shift is a catalyst for growth.
- A Transformational Experience
- Through **compelling storytelling, engaging exercises, and real-world applications**, Scott's dynamic talk will ignite a profound shift in how attendees view success, growth, and potential. By the end of this session, participants won't just **understand** the Abundance Mindset—they will **embody it**.

Through compelling storytelling, engaging exercises, and real-world applications, Scott's dynamic talk will ignite a profound shift in how attendees view success, growth, and potential. By the end of this session, participants won't just understand the Abundance Mindset—they will embody it.

Are you ready to break through limitations, embrace possibilities, and unlock success beyond what you thought possible?



This isn't just a motivational talk. It's the start of a movement—one where abundance leads the way.

Topic 8 - Awaken the Wild Lion Within – and Have the Confidence to Achieve Anything!

Scott Epp's motivational talk, "Awaken the Wild Lion Within... Have the Confidence to Achieve Anything by Taking Back Your Roar," begins with a captivating story about his son, Josiah, which exemplifies the universal struggle to reclaim one's self-belief and inherent power. This anecdote sets the tone for a journey into understanding and harnessing the inner strength that Scott believes everyone possesses.

The essence of Scott's message is about tapping into one's 'inner lion,' an archetype of assertiveness, courage, and power that often lies dormant under layers of self-doubt, fear, and societal constraints. Scott emphasizes that awakening this force involves more than personal determination; it's about transforming how one interacts with the world, making decisions not from fear, but from a place of strength and confidence.

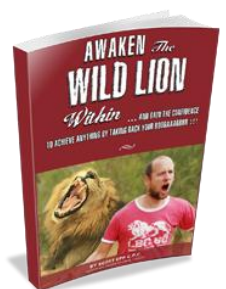


For corporate teams attending this talk, the principles Scott lays out are particularly transformative. In environments where competition and performance are paramount, such as sales, marketing, or management, embracing these teachings can lead to profound changes in professional behaviour and outcomes. Scott discusses how employees can apply the concept of the 'inner lion' to their roles at work, encouraging them to take bold, confident steps towards their goals.

This might manifest as a salesperson approaching potential clients with newfound confidence, a marketer innovating with creative campaigns without fear of failure, or a manager leading their team with decisiveness and authority.



Moreover, Scott addresses how these principles foster a positive team environment. By empowering individual team members to express their strengths and assert their ideas, the entire group becomes more cohesive and dynamic. This shift not only boosts productivity and innovation but also enhances workplace satisfaction and resilience. Employees who feel confident and valued are more likely to contribute effectively and support their colleagues, creating a virtuous cycle of motivation and success.



Throughout his presentation, Scott uses a mix of storytelling, practical advice, and psychological insights to motivate his audience to not only find but also utilize their roar in various aspects of their lives. This not only propels them to overcome personal barriers but also equips them with the mindset and tools necessary for excelling in their professional roles.

The Motivational Talk/Training will focus on these outcomes:

- Attendees will leave with a renewed sense of self-belief and the confidence to tackle challenges head-on.
- Participants will be equipped with practical strategies to make bold, fearless decisions in their professional roles.
- Teams will experience increased cohesion and productivity by empowering individual members to assert their strengths.
- Salespeople will gain the confidence to approach potential clients with a powerful, assertive mindset.
- Managers will learn to lead with decisiveness and authority, fostering a more dynamic and motivated team environment.
- Employees will feel more valued and confident, leading to higher workplace satisfaction and resilience.
- Attendees will be inspired to transform their approach to challenges, leveraging their inner strength for professional success.

By the end of Scott's talk, attendees are not just inspired; they are equipped to transform their professional lives and the dynamics of their teams, embodying the power and majesty of the wild lion within in every challenge they face. Are you ready to awaken the wild lion within – and have the confidence to achieve anything?



Topic 9 - Becoming Resilient and Advance Despite Adversity

How prepared is your team to stay composed, motivated, and effective when faced with the inevitable pressures and uncertainties?

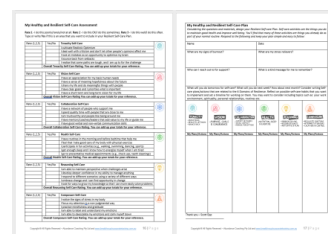
Every human being and every organisation will face challenging times. Sometimes these difficulties arise daily, while others are infrequent but may be major watershed life experiences, generating higher levels of stress. In the face of an increasingly complex technological world of human connections, and in times of global turmoil, pandemics, Organisation pressures and uncertainty, the skills associated with resilience are more valuable than ever. Participants will also recognise burnout early, linking creeping cynicism with physical cues (headaches, aches, frequent colds), mental fog and lapses in focus, and a fading connection to work and colleagues. Scott highlights shifts in sleep or appetite, rising procrastination, social withdrawal, and the loss of satisfaction after achievements. With relatable examples and quick check-ins, participants learn to spot these eight signs, start timely conversations, and take small resets to restore energy, clarity, and commitment.



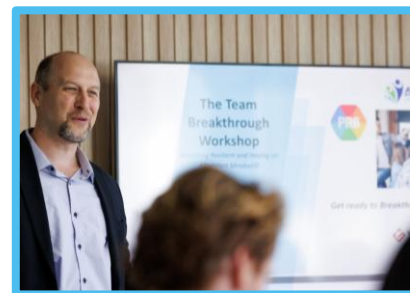
Navigating in a peaceful and effective way through the difficulties of life, involves acquiring and practicing a set of focussed resilience skills.

The Motivational Talk/Training will focus these outcomes:

- Unpack the 8 Early Signs of Burnout and the signals to watch.
- Understand the neuroscience of resilience including neuroplasticity.
- Gain Breakthrough with resilience, mental health and personal well-being.
- Practice in using resilience building tools.
- Motivation to build a resilient workplace and a resilient life.
- Areas where you have adopted a Scarcity Mindset and Grow your Abundance Mindset.
- Remove the roadblocks of limiting beliefs.
- Write a personal Resilient Self-Care Plan for your vision, composure, health, reasoning, collaboration and tenacity.
- We can provide each participant with a Predictive 6-Factor Resilience Assessment©.



First it was IQ, then it became EQ. Now there is increased importance on RQ. The Resilience Quotient. These skills are increasingly needed by people at all ages and all life stages. As change accelerates, people need the mental skills to thrive and **advance despite adversity**. Through our Motivational session, Scott will unpack the neuroscience behind the 6 Domains of Resilience. To deepen your practical understanding, we offer the Predictive 6-Factor Resilience Assessment. Participants have the option to complete a brief, free 3-minute assessment during our session for immediate insights or choose a comprehensive personal assessment (\$30 per person), providing detailed, personalised reports when completed in advance.



Scott Epp has a Certificate IV in Mental Health which he received from TAFE St. George. He is also Certified in Resilience and Storytelling and will weave personal and professional stories and strategies through the session to make it even more practical and engaging. will also include a resource guide that includes a personal Resilient Self-Care Plan and Scott Epp give each participant time in the session to complete this.



VISION

Basic Human Needs
Purpose & Meaning
Alignment & Priorities
Motivating Goals

REASONING

Planning & Prevention
Adaptation
Introspection
Resourcefulness

COMPOSURE

Emotional Awareness
Stress Management
Calm & In Control
Mindfulness

COLLABORATION

Good Relationships
Social Confidence
Support Networks
Trust & Teamwork

TENACITY

Persistence
Motivation
Realistic Optimism
Bounce Back

HEALTH

Quality Sleep
Regular Exercise
Healthy Nutrition
Positive Health View

Topic 10 - Breakthrough Thinking: Overcoming Limiting Beliefs

Is your team held back by invisible barriers that limit their potential?

Success isn't just about skills or experience—it's about mindset. In today's fast-paced world, many professionals unknowingly tie themselves to limiting beliefs that prevent them from reaching their full potential. *Breakthrough Thinking: Overcoming Limiting Beliefs* is a transformative motivational talk designed to help your team identify these invisible barriers and empower them to achieve new levels of success.

Whether facing personal challenges, striving for professional growth, or navigating organisational change, this talk provides the tools and inspiration for lasting transformation.

Limiting beliefs often manifest in subtle ways—hesitation to take on new challenges, self-doubt during critical decisions, or a fear of stepping outside one's comfort zone. These mental blocks can slow down progress and hinder innovation within teams and organisations. Through thought-provoking analogies like *The Goldfish in the Small Tank*, *The Thermostat Effect*, *The Invisible Fence*, and *The Elephant and the Stake*, Scott Epp will guide participants in recognising how these hidden beliefs shape their behaviour and limit their potential. By understanding and challenging these beliefs, individuals can unlock new perspectives, leading to enhanced performance, creativity, and resilience in both their professional and personal lives.



Scott Epp brings this concept to life with engaging stories, practical strategies, and interactive exercises that resonate with diverse audiences. With decades of experience in leadership, resilience, and coaching, Scott integrates real-world applications tailored to today's professional challenges, ensuring participants leave motivated and equipped for change.

Scott Epp's dynamic approach blends storytelling, interactive learning, and actionable insights to inspire meaningful change. As a motivational speaker and Certified Professional Coach, Scott has delivered over 200 keynotes worldwide, helping individuals and teams unlock their potential. His work with

organisations like QBE Insurance, NBC Universal, BHP, and The NRL reflects his ability to connect with audiences and drive real results.

Motivational Talk/Training Will Focus on These Outcomes:

- Identify and overcome limiting beliefs that hinder growth and success.
- Cultivate a growth mindset to unlock personal and professional potential.
- Challenge negative self-talk and replace it with empowering thoughts.
- Build resilience and confidence to tackle new challenges.
- Develop practical strategies for breaking through mental barriers.
- Foster a culture of continuous learning and improvement.
- Enhance collaboration and teamwork by removing mental blocks.
- Inspire proactive thinking and a solution-focused mindset.



Limiting beliefs are the silent barriers that hold individuals and teams back from achieving their best. By addressing these internal obstacles, *Breakthrough Thinking* empowers participants to shift their mindset, embrace new opportunities, and achieve goals they once thought impossible. This talk isn't just about motivation—it's about creating lasting change.

Whether your team is overcoming challenges, seeking greater collaboration, or looking to elevate performance, this talk is the perfect fit. Let Scott Epp guide your team to break free from limiting beliefs, transforming not just how they work, but how they think and grow. Success isn't just about what you achieve—it's about the mindset you cultivate to sustain it.

Topic 11 - Rekindle Purpose, Motivation, and Passion for Success in Sales and Beyond

Are your team members operating at their full potential, or is it time to spark the motivation and clarity they need to excel in their careers?

In the demands in your profession, staying connected to your core motivations is crucial. Ideal for Sales team members, and organisations looking to grow their client base, this Motivational Talk/Training will help you rediscover your 'Why,' reigniting the passion that brought you into this industry. You'll leave with a renewed sense of purpose, practical tools for success, and the resilience to handle any challenge.

The Motivational Talk/Training will focus these outcomes:

- Clarity on Personal Motivations and Career Goals: Understand the deeper reasons behind your career choice and align your goals with your personal 'Why.'
- Re-energised Passion for Your Role: Rediscover the excitement and drive that initially drew you to your career.
- Practical Strategies for Success: Learn innovative techniques for sourcing quality leads, optimising conversion rates, and leveraging technology.
- Enhanced Resilience: Build the mental toughness to navigate the ups and downs of the industry with confidence and positivity.
- Participants receive a Predictive Six Factor Resilience Profile that they can complete in 5 minutes before the session
- Scott will lead participants to uncover keys to greater confidence – including a brief personal reflection activity that will help them increase their confidence.



Motivational Techniques Highlighting 'Why'

Through engaging stories and an interactive reflection exercise, you'll create a vivid picture of your purpose. Scott will lead you through our proprietary Why Worth Living framework to gain self-awareness, vision and set higher level motivating goal that align to your personal and professional 'why' which will lead you to set meaningful and achievable career goals. Visualisation exercises will help you picture your success vividly, charting a clear path to your dreams. By the end of this segment, you'll have a renewed sense of purpose and a concrete vision to strive for. Through a breakout reflection activation the participants will uncover important questions that what motivates them, what their sore points are, how successful they want to be and how they will bounce back from setbacks and challenges.



Empowering and Encouraging Resilience

The journey to success in your career is filled with challenges, but it also presents many opportunities. This segment will focus on empowering you to seize these opportunities with confidence and resilience.

One of the optional topics that Scott can unpack is the 6 domains of resilience (Vision, Composure, Reasoning, Health, Tenacity and Collaboration). This ensures that you are advancing in your personal and professional life despite adversity. The main take away from this section of the Motivational Talk/Training will be to inspire your team members with strategies to bounce back with resilience – including bouncing back from negative experiences at work such as missing a deal or rising to the next level of performance.

We'll explore strategies for maintaining an Abundance Mindset, build stress management techniques and strategies to have success in sales while having a healthy work-life-balance. By understanding and applying these strategies, you'll be better equipped to navigate the ups and downs of the industry, gain motivation and hunger to actively seek out leads and build excitement for your career.

Having been a top performer selling Millions in the IT industry in Canada, Scott has deep knowledge in both Sales training and Soft Skills. Scott will share stories of sales members who have overcome significant challenges to achieve remarkable success. These stories will highlight the traits and habits that contributed to their achievements, providing you with a blueprint for your own success.

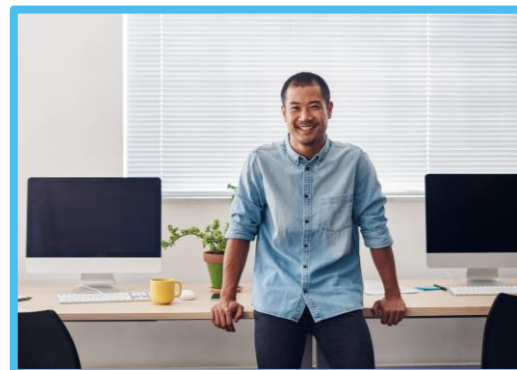
This motivational talk is your opportunity to reignite your passion, equip yourself with practical strategies, and build the resilience needed to excel in your career in sales and beyond.

Topic 12 - Setting Ultimate Goals and Vision!

Would your team members benefit from an inspiring and motivational session that will help them achieve more with their goals and vision?

Some of the outcomes that your audience members will experience include being able to better overcome challenges, develop skills, and find the necessary resilience to achieve the best possible outcomes.

This session mixes a blend of pragmatic teaching, active work, reflection time, working with frameworks and team discussion. We highlight tools such as our proprietary Abundance Life Wheel Tool© and more.



Scott is the founder of The Ultimate Year Workshop where he has led hundreds of attendees since 2017 through the Ultimate Year Process in this annual workshop. This motivational session will lean on the research and studied process that Scott has designed, and it will be led in a motivational session with focused breakout sections where the participants utilise tools and complete short exercises in their workbook. By the end of this session each attendee will be inspired with a plan and path for ultimate success in their upcoming year.

This session will be motivational with short breakout sections to become self-aware, cast a vision and set their goals. Here are the interactive steps for this interactive session:

Step 1. Getting Our Lives on Track

- Moving from safety in the “familiar zone” of our lives to expand, grow, and move toward our potential. Avoiding something we call “deadly drift.”
- Consider the questions: Who am I? Where am I now? Where am I going? What matters most? What do I need for the journey ahead? What obstacles am I likely to encounter?
- Adopting a growth and abundance mindset.

Step 2. The Self-Awareness and Accountability Sweet Spot

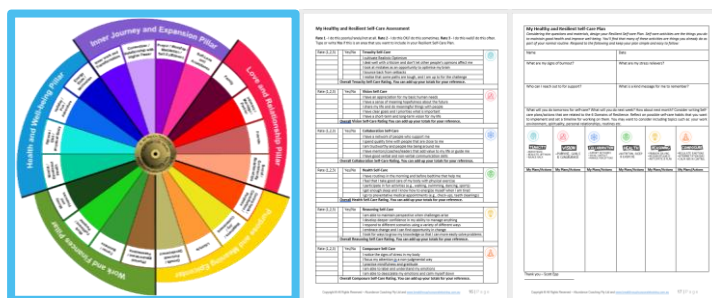
- Increasing our clarity through coach led visualisation and a vision framework.
- With heightened self-awareness, select key areas for personal growth.
- The Abundance Coaching Life Wheel Tool©.
- The 5 Keys to Holistic Self-Awareness and Accountability.
- Build momentum for next year.

Step 3. Accountability: choosing and implementing an effective goal and accountability process

- From your important priorities you will turn your key area into an effective goal to move ahead.
- We will introduce simple and effective goal processes that can be implemented into your provided goal journal.
- Set up a self-accountability and others-accountability process to ensure your goals are achieved.
- Be aware of distractions that take you off track and develop a plan, so you stay focused.
- Integrate your personal strengths to inspire and empower you with your personal and professional goals.

Motivational session is aimed to inspire participants to gain a level of self-awareness with the various areas of their life and then take steps to implement an effective goal and accountability process that align with them achieving ultimate success.

Note that Scott can integrate sub-topics of well-being, resilience and mental health in this session.



Rate Guide

<h3>Tailoured Motivational Talk/Training</h3> <p>On-site or On-line Training at your preferred location.</p>	<p>Investment (All inclusive of printing. We provide printed or digital participant resource guides. See additional Travel Costs.)</p>
<p>Scott Epp will be your Motivational Speaker for this event.</p> <p>We can include a 5 - 20 page printed resource guide that complements the motivational session (for on-line sessions we can provide a digital resource guide.)</p> <p>Scott will arrive on-site at your location 30 – 60 minutes before the session to set up and test A/V. We request that there is a screen to connect a laptop to for a complementing PowerPoint. Note that we do have other Speaker/Trainers that can also co-lead.</p> <p>Additional Travel Costs - to be added for the following locations:</p> <ul style="list-style-type: none"> – No additional charge for events within 100 km of Sydney CBD – A\$250 for events 101–250 km from Sydney CBD – A\$500 for events in New South Wales more than 250 km from Sydney CBD – A\$500 for events anywhere in the Australian Capital Territory – A\$500 for events anywhere in Queensland – A\$500 for events anywhere in Victoria – A\$1,000 for events anywhere in South Australia – A\$1,500 for events anywhere in Western Australia – A\$1,500 for events anywhere in Tasmania – A\$1,500 for events anywhere in the Northern Territory – A\$1,500 for events in New Zealand – A\$5,000 for events in Singapore, Papua New Guinea, the Philippines, Malaysia, Thailand, Japan, South Korea, Indonesia, Vietnam, Canada, the United States or anywhere in Europe. <ul style="list-style-type: none"> • Up to one night away is included in the above. Each additional night incurs a flat fee of A\$500. The above-mentioned Additional Travel Costs include all costs related to travel to and from the venue such as Uber/Taxi fares or Car hire. We reserve the right to decline any event where travel poses an unacceptable risk. If there are two Trainer/Speakers then the above fees are doubled. 	<p><u>Tailoured Motivational Talk/Training</u> (15 mins – 2 Hours) Add A\$1,500 for a second speaker/trainer</p> <p>On-site at your location A\$2,250 – Audiences of up to 30 A\$2,450 – Audiences of 31 - 50 A\$2,950 – Audiences of 51 - 100 A\$3,950 – Audiences of 101 - 250 A\$4,950 – Audiences of 251 – 1000</p> <p>On-line via Zoom.us or MS Teams A\$1950 – Audiences of to 50 A\$2,450 – Audiences of 51 - 1000</p> <p><u>Tailoured Motivational Talk/Training</u> (3 – 4 hours) Add A\$2,000 for a second speaker/trainer</p> <p>On-site at your location A\$2,950 – Audiences of up to 30 A\$3,250 – Audiences of 31 - 50 A\$3,950 – Audiences of 51 - 100 A\$4,950 – Audiences of 101 - 250 A\$5,950 – Audiences of 251 - 1000</p> <p>On-line via Zoom.us or MS Teams A\$2,450 – Audiences of to 50 A\$2,950 – Audiences of 51 - 1000</p>
<p>(Optional) Communication IQ Profile (Optional) Complements the Talk: Breaking Barriers and Building Bridges with Communication IQ.</p> <p>Each participant will get a link with instructions in advance of the training. The link will prompt them to complete a questionnaire and at the end, they will have access to a 15–20-page detailed personal PDF with their results. We also provide a resource package of cheat sheets and laminates for each participant, and we will print their full report and give them their resource pack on the day of the training. We will also create a Group Profile will valuable insights on Cross Talks, Team Dynamics, Communication Style Comparisons and more. Use this link to complete your personal assessment and get a free starter report: https://my.lifelanguages.com/survey?affiliate=free-mini-life-languages-profile</p>	<p>(Optional) Communication IQ Profile:</p> <p>A\$60 per profile, including a detailed personal report. The Profile takes 15 minutes to complete and should be completed in advance of the talk/training. When groups complete their profile we include a comprehensive Team Communication Report. We offer a free questionnaire that takes 3 minutes and can be completed during the talk/training.</p>
<p>The Predictive 6 Factor Resilience Assessment (Optional) Complements the Talk: Becoming Resilient and Advancing Despite Adversity</p> <p>Enhance the value of this talk by offering participants the Predictive 6 Factor Resilience Assessment by Hello Driven. Scott, a Certified Resilience Coach with this Australian-based organisation, guides participants through this advanced, peer-reviewed psychometric tool. The PR6 assesses resilience across six key domains: Vision, Tenacity, Collaboration, Connection, Health, and Composure. This holistic questionnaire delivers accurate, validated insights to help participants understand and strengthen their resilience. Use this link to complete your personal assessment: https://driv.ai/zvcf5t</p>	<p>(Optional) The Predictive 6 Factor Resilience Assessment:</p> <p>A\$30 per assessment, including a detailed personal report. The Assessment takes just 5 minutes and can be completed during the talk/training.</p>

GST is Extra

Terms and Conditions

Breakthrough Corporate Training (BCT) will respect the confidentiality of all information in relation to the client's business activities that are made available during this engagement.

The client will not have the right to bring any action or make any claim against BCT and any of their agents and sub-contractors in relation to any losses, damages, costs, or expenses incurred by BCT in relation to its business activities. The client indemnifies BCT and any of their agents and sub-contractors against all loss that they may pay, sustain, or incur as a direct or indirect result of: any wilful, reckless, or negligent act or omission; any breach or non-performance of this Agreement; any performance BCT and any of their agents and sub-contractors which infringes the intellectual property rights of any person; or any damage to property or injury or death of any person caused or contributed. The client agrees to allow BCT and Abundance Coaching Pty Ltd to take footage/photographs of groups and individuals during this workshop for the purposes of marketing and promotion online and offline. The client acknowledges that BCT and any of their agents and sub-contractors and Life Languages™ International and Communication IQ International (where applicable) holds copyright for all materials prepared or used by BCT and any of their agents and sub-contractors in connection with any programs, consultancy, or any other services to be performed for the client. The copyrighted material includes computer software, course materials, training manuals, teaching aids, promotional material, questionnaires, and analytical materials in printed, audio visual or electronic forms. No reproduction or other use of copyrighted material whether in whole or part may be made by or for the benefit of the client without the prior written consent of BCT.

The client will pay the amount agreed on or before the date on this agreement to the following BSB and Account Number. All payments are non-refundable. The client may reschedule any service if they notify BCT in writing within a minimum of 30 days prior to a scheduled date of delivery and the service must be rescheduled to another agreed date within 6 months. In the event of a rescheduled service BCT requires immediate compensation for any and all costs (such as travel costs) resulting from the rescheduled service. BCT will send the client an official Invoice / Receipt and payments can be made with the below details. All of our team members are fully vaccinated. We will coordinate with your team with all logistics.

We will invoice you via Xero Accounting for individual items that you request. Our payment terms are net 30 days.

Payable to Abundance Coaching Pty Ltd. BSB: 032159 Account: 379485 or via Credit Card.
Breakthrough Corporate Training is Trading as Abundance Coaching Pty Ltd.

Abundance Coaching Pty Ltd
63 Mason St. Maroubra, NSW, AU 2035
ABN & GST: 96 169 025 316

Agreement

We look forward to empowering your team members to breakthrough and achieve their potential

Proposal and Agreement

Organisation Name:

Your Full Name:

Details:

Acceptance

We will invoice you via Xero Accounting for individual items that you request. Just send Scott and email with the items that you request, and we will secure dates and then send you an invoice accordingly. Our payment terms are net 30 days. Payable to Abundance Coaching Pty Ltd. BSB: 032159 Account: 379485 or via Credit Card. Breakthrough Corporate Training is Trading as Abundance Coaching Pty Ltd.

I agree to the Breakthrough Corporate Training Proposal and the terms and conditions within this proposal.
(only one signature is required)

Client Signature

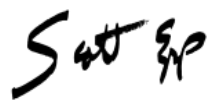
Print Name

Title

Date

Please print/sign/scan (or take a photo) and email back to scott@breakthroughcorporatetraining.com.au

We look forward to helping you and your team breakthrough!



Scott Epp
Director, Certified Professional Coach and Corporate Trainer / Motivational Speaker
Breakthrough Corporate Training
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P: +61 481 307 778
W: www.breakthroughcorporatetraining.com.au

