

Vince Poscente

Breakthrough Presentations, Olympian, NY Times Bestselling Author

Please contact a GDA agent for information.

Topics

- Business Growth Strategies & Trends
- Goal Setting
- Inspiration & Achievement
- Leadership
- Resilience
- Sales



About Vince Poscente

Vince Poscente, one of the most in-demand speakers today, is an expert on resiliency—the ability to overcome setbacks and breakthrough even stronger than ever before. His client list includes top organizations with one thing in common: they understand that success is not just about reaching your goals and getting what you want. There also has to be an intent to handle setbacks and overcome obstacles and end of smarter, stronger and more focused than ever before, Vince knows first-hand the power that attitude, determination and innovation play in your future success—especially when life doesn't go as planned.

Vince has keynotes designed specifically for audiences in sales, leadership, safety, franchises, association and corporate settings. He leverages his 'recreational skier to Olympian in four-years' story, Team Captain of Himalayan expeditions and insights as founder of a handful of companies. Audiences experience the way to bounce back and find another path out of chaos - another solution - another way to achieve extraordinary outcomes. Vince is a New York Times bestselling author. Hall of Fame Speaker in the USA and Canada. Award winning business owner. Expert with the neuroscience of performance.

So, what are your teams' obstacles? The economy? Competition? Negative attitudes? Lower productivity? Vince will help you supersede challenging barriers.

Vince is the #1 go-to guy for taking a team and teaching them how to lead better. Produce more. Sell more. And move past the obstacles and into a mental space that creates the kind of success you and your team want and deserve.

This is NOT Vince just telling his story. Because everybody has a story. This is about Vince sharing strategies and solutions that will definitely change how your team handles crises. Problems. Competition. And change. Without understanding resiliency and the absolute importance it plays on everything and everyone—your team will not have the skills they need to overcome the things that will inevitably stand in their way.

Vince rates as MPI's Top Ten Motivational Speakers in North America, and Meetings & Conventions' "Meeting Planners' Favorite Speaker." He delivers a message that will last for years in the minds and hearts of your conference attendees.

Select Keynotes

- **Full Speed Ahead**

This keynote is a powerful experience that uses Vince's "recreational skier to Olympics in four years story" to deliver edge-of-your-seat inspiration and revenue-boosting tools for accelerated top-line growth.

1. Clarity of Purpose - Start with the emotional buzz that your product or service delivers.
2. Commitment is a Process - Leadership for the self is a living example of stepping into uncertainty.
3. Consistency in a Demanding Environment - Do what the competition is not willing to do.
4. Confidence is Key - Confident salespeople and leaders outperform competitors.
5. Control Routines - Optimize outcomes by setting yourself up to win.

- **Confidence on Call**

This message has practical takeaways and instant motivation for your team to launch into uncertainty. It has been delivered for business audiences across the globe wanting a high-energy, humorous, and inspiring message to break free from the limitations of chaos and 'stuckness.' It revolves around the three key elements of:

- ❖ **Courage** is a function of internal and external alignment. It is triggered by necessity and fueled by "I'll figure it out when I get there."
- ❖ **Curiosity** towards limitless possibilities of what a new reality looks like.
- ❖ **Creativity** to narrow in on the best options for those involved.

Companies have used this keynote to ensure employees feel part of a great industry while dedicated to engaging with superior confidence no matter what headwinds they face.

CORPORATIONS | ASSOCIATIONS

- **Accelerate Growth**

In the franchise and retail world, a winner's mindset points to one thing: Do what the competition is not willing to do. How? Here's how to put your conference takeaways into action:

- ❖ Be **ALIGNED** with the entire company rather than a "wait and see" approach. You've invested in their tools, let's optimize them.
- ❖ Use **AGILITY** to be out front of the competition. Let's have everyone mirror your top performers.
- ❖ Embrace **ADAPTABILITY** in the age of speed. Let's thrive in our more, faster, now world.

Vince Poscente uses his background as an Olympian and Expedition Leader in the Himalayas to address a your two top concerns, excellence in a competitive landscape and resilience on the path to new heights. Vince's fun and energetic style is coupled with insights from his New York Times bestselling books on leadership for the self. For 25 years, Vince has helped franchise and retail leaders, do what the competition is not willing to do.

FRANCHISE | RETAIL

- **Peak Performance Mindset**

Vince Poscente specializes in helping health and safety-conscious cultures improve risk performance through neuroscience and entertaining storytelling. His Peak Performance Mindset program is backed by years of leading climbing expeditions in the Himalayas (14 years, zero-incident), as a skier in the Olympics, NY Times bestselling author, and risk-aware partnerships with safety culture leaders around the world.

Conventional health or safety keynotes offer inspiration to approach their jobs differently. A Peak Performance Mindset keynote explains how in a fun and experiential way. The formula your audience will learn is based on three decades of research on how 'the ideal mindset' is established and sustained. When people change their minds, they change their behavior, for good.

Change your truth around health and safety and you can change the organization's culture. Please note, when you choose the Peak Performance Mindset presentation, be sure to choose between a purely motivational keynote, insights packed with practical mindset tools, entertaining stories... or all three in one power-packed talk.

SAFETY | HEALTHCARE

Select Book Titles

- **2021:** The Earthquake, Your Journey from Setback to Breakthroughs
- **2016:** Heroes Climb - Ascent from I to Us
- **2015:** Putting Your Business in the Passing Lane
- **2014:** The Ant and the Elephant - Leadership for the Self: A Parable and 5 Step Action Plan to Transform Performance
- **2012:** Get Everything Done FSTR
- **2007:** The Age of Speed: Learning to Thrive in a More-Faster-Now World
- **1999:** Invincible Principles

Select Articles

- [Where is Your Focus](#)

Video and article on reaching your goals in 1/2 the time.

- [5 Qualities of Heroic Leaders](#)

Fearless, Selfless, Compassionate, Persistent and Humble

- [How to Increase Sales](#)

Video and article on increasing sales faster, with more quality along the short path to excellence.

Select Testimonials

I just need to tell you how fabulous Vince was! OMG, he had 360 people, traditionally hard to move, on their feet several times! He was funny, engaging, emotionally charged and delivered a great message. Reviews have been phenomenal! Thank you!

– *Cathie Clair Hastings, Manager Exhibits, Events & Displays, 3M*

Vince was tremendous. He delivered an energetic yet focused presentation that spoke to every person in the room - as evidenced by the long line of those wanting their picture with him after. Our attendees were raving about Vince a week following his presentation. Thanks, Vince - you made us look GREAT!

– *Dave Carney, President, Orange Theory Fitness*

Thanks Vince! You were truly spectacular at our sales meeting and everyone still talks about your presentation/message. Everyone left the conference motivated and excited about our company and very focused on a successful future. You certainly played a key part in making it happen!

– *Dave Hilfman, SVP Worldwide Sales, UNITED Airlines*

Vince's concepts and vision are a must for today's complex world.

– *Joseph R. Kane, Jr. President, Days Inn of America*

The ant has to train the elephant to let him know, you are the biggest, baddest thing out here. I took a lot from that. (referring to Vince Poscente's book *The Ant and the Elephant*)

– *LeBron James, Quoted in Sports Illustrated 3.12.12*

I've coordinated hundreds of meetings. Vince was a breath of fresh air!

– *Mark A. Martino, President, MAACO Autobody Repair*

Vince will help you seek out speed and celebrate it as your most powerful tool in the global race for a better business...

– *Mike Lister, President and CEO, Jackson Hewitt, Inc.*

Put Vince's lessons into action and reap the rewards.

– *Peter Hearl, President and Chief Concept Officer, Pizza Hut, Inc*

Eight years ago I wrote, "I knew you would be the home run I had been searching for. I was impressed with your pre-conference preparation and the time you obviously invested in understanding our organization and the unique characteristics of our needs." Still, eight years after his powerful keynote, his winning tools stick with our franchisees today.

– *Tracy C. Vice President of Vendor Alliance - HFC Executive, Budget Blinds*