



## Scott Burrows

Scott was born during a severe ice storm in Glenview, Illinois to proud parents Tom and Joan Burrows. He has a younger brother, Mark, and sister, Heidi. At the age of eight his dad moved their family to sunny Stuart, Florida, a small town just north of West Palm Beach along the eastern Atlantic seaboard.

As the years passed, Scott found a passion for sports: Golf, Baseball, Karate, Football and Track. During these athletic years, his sport coaches and his parents had an enormous impact in his life. They taught him how having a clear vision, seeing complete success in your mind's eye first, then imprint that success over and over again until your mind can no longer tell the difference between what's real, that it becomes your reality. It is this very reality that is key to realizing your dreams.

They instilled upon him the power of positive thinking, maintaining a proactive mind-set and believing with all your heart, "Anything is Possible". With this type of mind-set and the gritty desire to put forth his best effort with immense perseverance and discipline training, day after day - especially during times of unexpected change, adversity and setbacks - he was taught it will put him in a position to turn more of his dreams into goals; and those goals into reality.

Between the ages of fifteen and eighteen, Scott's athleticism and mind-set training soared to new heights. He earned a 1st degree black-belt in Pai Lum Kung Fu, his kick-boxing record was (4-0) and his last competition match was broadcasted by ESPN. He was a 4 year starter on the football team and excelled on his golf team. He proceeded to break two school records on the track team and finished 6th in the state finals where he was voted MVP by his senior high school team.

Turning down football scholarships to smaller division colleges, Scott's heart was set on playing for Coach Bobby Bowden at Florida State University. A football scholarship wasn't offered, however, so he enrolled as a "walk-on." He competed on field and made the team as a wide-receiver. Scott played an instrumental role in Florida States' scout team, a team designed to play the role each week of the opposition. That year his team excelled to the Peach Bowl winning the title from North Carolina.

On November 3rd, 1984, Scott's life would change in ways many people could never fathom. Scott was a passenger in a friend's car when they experienced a horrific accident. They had veered off the road and hit a mound of sand sending their car hurling into the air before tumbling back to earth, end over end. Scott's friend, Ed, was not seriously injured but the same could not be said for Scott.

Scott was rushed to Bay Medical Community Hospital in Panama City Florida, put in spinal traction and remained in intensive care for a month. He had broken his cervical 6 & 7 vertebrates in his neck, leaving him with a serious spinal cord injury and paralyzed from the chest down. Despite being in the best shape of his life, Scott's health collapsed due to a slew of life threatening complications associated with spinal cord injury. He was diagnosed a quadriplegic.

In mid December 1984, Scott was transferred via air ambulance to Craig Rehabilitation Hospital in Englewood Colorado for physical and occupational therapy. After a multitude of complications, Scott was given clearance to start months of rigorous physical and occupational therapy, some of

the most trying times of his life. In March of 1985, his doctors had finally given him the thumbs up to head back home to his family.

Despite his physical limitations, Scott went on to graduate from the University of South Florida with a Bachelor of Science Degree in Finance. Upon graduation, he joined Northwestern Mutual Life as an agent in the Insurance & Financial Industry. He specialized in individual and business life and disability insurance planning, estate planning, wealth and asset transfer, retirement planning, variable and fixed annuities and mutual funds.

By the end of his 2nd year in the insurance industry, Scott's business grew tremendously through expert product knowledge and by being an ambassador to his clients. His clients became advocates of his business which led to a 90% referral business, year after year. In his 5th year, he exceeded his hefty goals, obtained a career milestone and qualified for the prestigious "Million Dollar Round Table", a 100% commission driven sales award that less than 8% of his peers worldwide achieve yearly.

During this time, Scott was involved in a second accident that would change his life's path once again. An oncoming car ran a stop sign and collided with him causing additional injury to Scott. Surgery, new complications and chronic lower back pain forced Scott out of the insurance business as an outside salesman. Determined to be resilient while minimizing painful physical activity, Scott took advantage of an exciting business opportunity presented by his brother Mark.

Mark had a contact in Singapore, a golf course superintendent from the US who was willing to buy custom blended golf course fertilizers if they could offer quality products, impeccable service, and compete with the big players on pricing. Scott and Mark formed Global Golf Group, an international export company specializing in selling custom blended golf course fertilizers, chemicals, and equipment exclusively into Southeast Asia. They poured their heart into building the business, establishing relationships with suppliers, freight forwarders, banks, and overseas distributors. They traveled to Taiwan, Hong Kong, Singapore, Malaysia, Indonesia and the Philippines developing valuable relationships.

In September of 2002 - Scott married his beautiful wife, Mona. They met at a University of South Florida's college football tailgate party the year prior. Mona had posed a question to him on their first date: "If you could do "anything" with your life, what would you do?" Scott discussed his days in the insurance and financial industry where they would hire speakers to charge up the troops and teach them new empowering strategies to be successful. He had stated if he could do "anything", he would love to be an inspirational speaker.

Scott knew in an instant his life had come full circle. All he had learned from his early athletic days, his horrific accident, and the tremendous support from his family and friends had all come to make sense. "Anything is Possible!" You only need to believe in yourself, visualize your success, have the gritty desire to discipline yourself, and persevere to see things through in spite of the circumstances.