

20 | LEADERSHIP 26 | CONFERENCE

Scott Snider

IT'S NOT ABOUT ME; IT'S ABOUT WE – THE VALUE CREATION MINDSET

Leaders who win and companies that last are the ones that shift away from the individual mindset and toward the collective mindset. In this powerful session, Scott Snider shares his experience and unpacks the most important leadership transformation of his career, taking the step from “me” to “we,” and creating a culture that accelerates value, impact, and long-term significance.

Drawing from the real experience of building a company the wrong way before discovering the right way, Scott challenges leaders to define their personal purpose. He introduces the Value Creation Mindset, a shift rooted in purposeful growth and continued evolution, that strengthens trust, increases alignment, and empowers teams to contribute at their highest levels.

Attendees will leave with the skillset to elevate their group through shared mentality, vision, rhythm, and performance—one that inspires people to take ownership, collaborate boldly, and build enterprises that are healthier, stronger, and more significant than any one individual. This transformational mindset shift is designed to spark change, unlock team performance, and lay the foundation for building a truly “we”-first company.

In this session, you will learn:

- Why organizational strength—Structural Capital—is built through a shared purpose.
- How a “We Culture” drives higher value, stronger execution, and sustainable success.
- How to empower employees through a shared vision, mentality, rhythm, and performance.
- A clear understanding of the Value Creation Mindset and its role in building significant companies.
- The inspiration to lead differently and create an environment where people thrive together.

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President, Exit Planning Institute

Scott Snider is the President of the Exit Planning Institute (EPI) and Operating Partner of Snider Premier Growth, a small family investment company. He is a nationally recognized industry leader, growth specialist, and lifetime entrepreneur. Scott launched his first business at the age of 17 and sold it at 24, marking his first successful exit.

He then joined his father's exit planning and M&A firm, Aspire Management, helping it dominate Northeast Ohio's exit planning space. Together, they purchased EPI, introduced the Value Acceleration Methodology, authored an award-winning book, and grew the organization tenfold. Scott is passionate about helping business owners and advisors create significant companies and align personal financial plans by educating and supporting professional advisors.

Outside of business, Scott is active in his community and serves on boards including America SCORES Cleveland and a high school entrepreneurship program. He is also a former professional indoor soccer player and team owner in the Major Arena Soccer League.