

SPEAKERS KIT



DARREN FINKELSTEIN

Much more than a long surname...

'The Accountability Guy'
- Accountability Coach,
Business Advisor &
Presenter

Effective 1st January 2020



Engage me as your speaker at your next event.

I'm 'The Accountability Guy' an Accountability Coach, Business Advisor and Radio 3AW Presenter that delivers measurable results.

I'm well-credentialed throughout my own entrepreneurial journey which has been filled with high achievement.

"I bring solid skills with an informed perspective that confirms – 'I walk the talk.'"

I bring solid skills with an informed perspective that confirms 'I walk the talk'. I work with high-performing entrepreneurial business owners, executives and teams to ensure full-accountability so they meet obligations, goals, promises and commitments made to others... and to themselves. It's all about implementation and execution.



Ideal as a conference speaker, my two most popular 60-minute sessions are: ‘Don’t waste this opportunity’ and ‘You got two-choices’ both include great stories and experiences from my 10-years at Apple under the inspirational leadership of Steve Jobs.

There’s plenty of well-crafted strong messages landing on my unique framework to ensure your conference attendees ‘take action’. Supported by simple takeaways which can be easily implemented and executed, to deliver strong outcomes.

“It’s a great session where implementation and execution is the focal point.

What a perfect session for your next conference or event”.

– Andrew Griffiths, Entrepreneurial Futurist

For me, being a world-class coach means being able to present my ideas, share my experiences and tell my story with absolute authority, and delivered with passion. The aim is not to motivate but to inspire.

KEY ACHIEVEMENTS

10-years with Apple during the Steve Job era, 15-years in my own lifestyle entrepreneurial business which we successfully sold and exited confirms -‘I walk the talk’.

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| ✓ Radio 3AW Presenter ‘Beach and Bay Reports | ✓ TV Presenter, All About Boats (Foxtel, Ch7 Mate) |
| ✓ Australian ‘Entrepreneur of the Year’ - Dent Global | ✓ Ambassador “Life’s Better With A Boat” |
| ✓ Three Time, Bestselling and Award-Winning Author | ✓ Golden Apple Award Winner –Apple Asia Pacific |
| ✓ iTunes Top 5 bestseller | ✓ Foundation presenter at Andrew Griffiths retreats and workshops |





SPEAKING TOPICS



- ☑ Do what you say, and getting your team to do the same
- ☑ Don't waste this opportunity
- ☑ You got two-choices
- ☑ From English failure, to bestselling author
- ☑ It's not about the BOAT!
- ☑ Be that go to person in your industry
- ☑ Top 20 places to go boating in Victoria



COMPANIES I'VE WORKED WITH



MY STORY

DARREN FINKELSTEIN Much more than a long surname...

G'day

I'm 'The Accountability Guy' an Accountability Coach, Business Advisor and Presenter that delivers measurable results to high-performing individuals and teams. I've been well-credentialed throughout my own entrepreneurial journey which has been filled with high achievement

I got my sea change

I have amazing experiences and wonderful learnings from my time at Apple, along with a few battle scars as a corporate escapee. I needed change, a genuine sea change always appealed. We created a boutique and entrepreneurial 'lifestyle business' in the marine industry (now that's a genuine sea change). Our business started off small and we grew quickly to meet the needs of the market. My business partner Andrew and I successfully sold the business and exited some 15-years later.

My next challenge was as Manager and Ambassador for a bayside community for 4-years. This was a new residential, marina and harbour development for 1,000 families (kids, dogs and boats) in Melbourne's west.

I've always had a deep connection with the ocean, I'm a wanna-be pro surfer that lacks ability but that's never stopped me. Along the way, I have written three

and great success. I bring solid skills, an informed perspective that confirms – *'I walk the talk'*.

I work with high-performing entrepreneurial business owners, executives and teams to ensure full accountability which means they meet obligations, goals, promises and commitments made to others and to themselves. This means they do the things they say they are going to do and so do their teams.

This is critically important when building successful businesses as implementation and execution is everything. I'm a passionate, energetic and focused leader that is accountable and very driven. I have a proven track record in both large corporate and small business.

For 10-years I worked for Apple as 'Manager of Commercial Markets' under the inspirational leadership of Steve Jobs.

award-winning bestselling books on boating, family and lifestyle. My first title went Top 5 on iTunes. I built a strong community on social media, a growing media profile and am widely respected amongst entrepreneurial circles as "the guy who gets sh*t done". Naturally, that works for me!

I'm a seasoned presenter with radio 3AW as "The Boat Guy". I present the 'Beach and Bay reports' over summer which I've done professionally since 2014. I love the challenge of live radio and this aligns well with my passion for the outdoors, lifestyle and the ocean.

I graduated from the Dent Global 'Key Person of Influence' entrepreneurial accelerator program in 2012 and was the first back-to-back winner of their 'Entrepreneur of the Year' award for Australia.

Enough about me, let me inspire your audience at your next event.



TESTIMONIALS

"THE BEST ACCOUNTABILITY COACH IN THE GAME!"

-Andrew Griffiths, Best Selling Author & Speaker

Darren is the best and came very highly recommended. I knew I needed to work with him and it's been an incredible several weeks already and I'm literally ticking those boxes and getting things done.

Melinda Hird
Photographer & Videographer

Darren 'demands' the level of accountability from me that made him successful - and I find that refreshing and invigorating. I am, without a doubt, a massive advocate of Darren.

Michael Hanrahan
Director Publish Central

No BS, no excuses, just honest talk and accountability.
Realistic time frames and someone to act as a sounding board who 'gets it'.

If you're sick of saying you want to achieve (insert random project) and your actually to step up and deliver on what you tell yourself then Darren is your guy.

Tracy Sheen
CEO Unusual Comms (Digital Marketing Expert)

When I think about getting stuff done, I think about Darren I've had the pleasure of knowing and working with Darren over the past 6 years. During that time, I've seen him get more done then many do in a lifetime. He's become a best-selling author, which three books to his name, a sought-after expert in the media and is a successful entrepreneur. He's smart action-oriented and easy to get along with. Darren has been of significant help to me personally and is one of my inner circle of trusted, go to experts when it comes to business. When I need to make things happen, I talked to Darren.

Ned Coten
Chairman, Basketball Australia



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