



Working with Darren Finkelstein

Effective 1st January 2021



DELIVERING WHAT YOU PROMISE And getting your team to do the same.

Do you meet the obligations, promises, goals and commitments made to others and to yourself?

The American Society of Training and Development (ASTD) did a study in 2010 on accountability, and found out that probability of completing your goals, promises, obligations and commitments are:

- 10% – If you have actually an idea or a goal.
- 25% – If you consciously decide you will do it.
- 40% – If you decide when you will do it.
- 50% – If you plan how you will do it.
- 65% – If you commit to someone you will do it.
- **95% – If you have a specific accountability. appointment with a person you've committed to.**

These numbers are truly game-changing.
After reading this, how likely are you to achieve your; goals, promises, obligations and commitments alone?

BOOK YOUR FREE SESSION NOW

Book your FREE Unboxing Session via Zoom and we'll examine exactly where you're at, what's worked and what hasn't, and we'll take a look at your priorities to set the path moving forward.

Each Unboxing Session includes:

- ✓ 45-60 minute obligation free chat about your goals, promises and commitments.
- ✓ Examine your priorities.
- ✓ Review your 'To-Do List' and we'll dig-in to how you will implement.
- ✓ Together, we will create a plan and set time lines.

Share with me your massive workload that you carry on your shoulders each day! Think of the immediate relief and sense of freedom you'll have.

You'll have another perspective at your table, a perspective gained from having someone who's been there before, who's successfully walked in your path before who brings an outsider's perspective deep into your inner circle.

A fresh and new set of eyes brings; no emotional connection, the ability to apply the best practices I've learnt from my 10-years at Apple (during the Steve Jobs era) and my own lifestyle and service business, our objective is to drive growth and Get Stuff Done.
To book your 'free' Unboxing Session, visit www.tickthoseboxes.com.au



Someone who actually cares about your goals

My goal is to help you reach your goal. I'm in your corner every step of the way!

- Frequent Check-ins
- Genuine Support

I'm here for you no matter your location

Imagine, I'm in your corner able to assist, support, encourage and be your sounding block for those difficult times. You're no longer alone, when you need me, just call.

- Skype or Zoom
- Mobile Phone

Life is unpredictable. Luckily I'm dependable.

You can count on me and my team. We'll call you to check in, we'll ensure you are moving forward, ready to meet those deadlines and commitments.

- Cloud Based Tracking
- Online Calendars & Reminders

My Most Popular Program Includes:

- ✓ Monthly One-On-One Sessions (Zoom up to 2-hrs)
- ✓ Weekly Check-Ins (phone up to 30-mins)
- ✓ Weekly Reports (Agreed Action Items)
- ✓ Cloud-Based Management (Trello Board)
- ✓ Resource Access (loads of freebies)
- ✓ Unlimited Access* to Darren (*business hours please)

WORKING WITH ME

- Attention -

Calling all high-performing entrepreneurial business owners, executives and teams!

There's multiple ways we can work together to ensure you meet your obligations, promises, goals and commitments made others, and importantly to yourself...

I offer "Signature Packages" depending on your needs. I've got a full playbook that I'm privileged to share or we can create a totally bespoke and customised package to suit your individual business needs. Pay by the month using our secure direct debit facility or **SAVE a nifty 10%** by paying the full package fee up front before we start.



PACKAGE 1 –

“SIX MONTHS OF GETTING STUFF DONE”

DURATION - Six sessions over six months

COST - \$1,275 per month incl. GST for 6-months using direct debit by PayAdvantage (monthly processing fee applies).

SAVE 10% or \$765 with an upfront single payment of \$6,885. Credit cards or bank transfer welcome.

EARLY TERMINATION - Yes at any time, just give me 1-months' notice. For PayAdvantage direct debit clients.

I will work with you personally, One-On-One for 6-months and we will talk each and every week. You will have six single sessions; face-to-face meetings with me 60-120 minutes at your office if you're also located in Melbourne, otherwise we'll use Zoom or Skype. Every month for six-months we will meet face-to-face or we'll Zoom. I'll be working with you closely to ensure you are achieving what's needed to stay on track. Additionally, I will be calling you personally every week, to ensure you are doing what you say you are going to do, so you meet the milestones and commitments that have been agreed upon.

To provide additional support, you are invited to email, text or call me (email is usually quickest), so we can work through any obstacles encountered, you can seek counsel, clarity and bounce ideas off me as much as you like.

I'm here for you – right in your corner.

If you're not in Melbourne I'll gladly come to you if you pick up my travel costs which are pretty standard,

everything is doable. My travel guidelines are outlined within my 'Rules of Engagement' (Service Agreement) see below.

This package is ideal for a big project that needs six-months to complete, probably with some key elements that you are struggling to finalise.

At this point (if you haven't already) you will participate in my free 'Unboxing Session' so we both agree on the plan, we understand your priorities and what's needed to be achieved. So let's get it done, we are off and running.

Furthermore, we will measure progress, and hook or by crook, we will achieve your goal(s).

PACKAGE 2 –

“A YEAR OF ACCOUNTABILITY THAT CHANGES EVERYTHING”



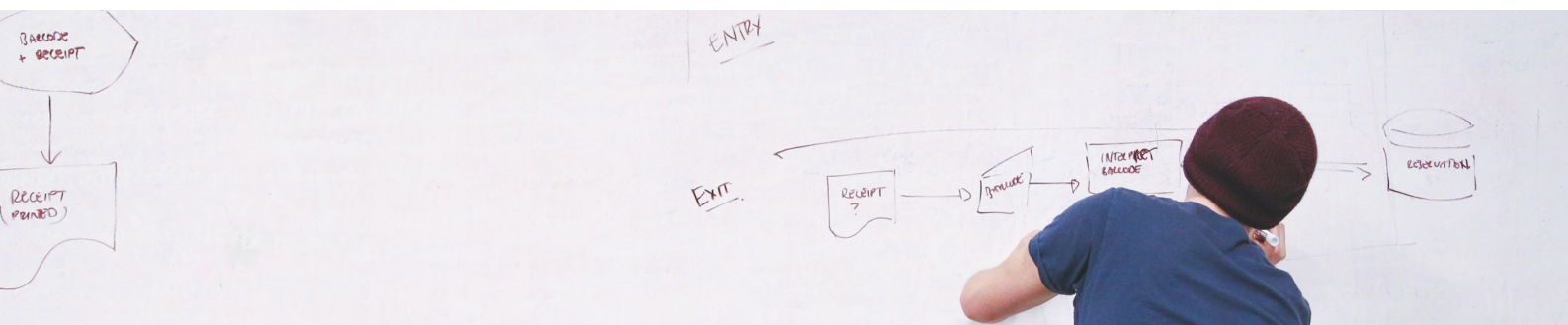
DURATION - Twelve sessions over twelve months

COST - \$975 per month incl. GST for 12-months using direct debit by PayAdvantage (monthly processing fee applies).

SAVE 10% or \$1,170 with an upfront single payment of \$10,530. Credit cards or bank transfer welcome.

EARLY TERMINATION - Yes at any time, just give me 1-months' notice. For PayAdvantage direct debit clients.

I will work with you personally, One-On-One for 12-months. For one whole year, you'll talk with me each and every week. You will have twelve single sessions. Every month for twelve-months we will meet face-to-face or we'll Zoom. I'll be working with you closely to ensure you're achieving what's needed so





you stay on track. Also, I will be calling personally every week, to ensure you are doing what you say you are going to do, so you meet the milestones and commitments that have been agreed upon. Secondly, to provide the additional support you are invited to email, text or call me as needed (email is usually quickest), so we can work through any obstacles encountered, you can seek counsel, clarity and bounce ideas off me as much as you like.

I'm here for you – right in your corner.

If you're not in Melbourne, I'll gladly come to you if you pick up my travel costs, which are also pretty standard, everything is doable. My travel guidelines are outlined within my 'Rules of Engagement' (Service Agreement) see below.

A package to suit your needs

This package is the grand-daddy of all my packages, we'll get to work on every element of your business to ensure you Get Sh!t Done and if you have a business partner, they are most welcome to attend. We'll look into all corners of your business, we will look under rocks and sift through the soil so you and your business are both finely-tuned, well-positioned to take advantage of every opportunity that crosses your desk, and we will also ensure your team follows suit. At this point (if you haven't already) you will participate in my free 'Unboxing Session' so we both agree on the plan, we understand your priorities and what's needed to be achieved. So let's get it done, we are off and running.

Finally, we will measure progress as you meet your goals and deliver on your plans ensuring your timely implementation and execution of what's important to you and the business.

PACKAGE 3 –

“LET'S CREATE A PLAN AND PACKAGE JUST FOR YOU. MY BESPOKE & CUSTOMER PACKAGE”

DURATION – Six or twelve-month program.

FREQUENCY – As often as you'd like (weekly, fortnightly or monthly).

COST – I'll confirm once the brief, objective and frequency are understood.

We'll meet to talk about what you need, then I'll create a plan and program especially for you.

EARLY TERMINATION – Sorry, not possible with this program.

If you want something different, that's easy to create. My bespoke and customised program is popular because it addresses the specific needs of an individual or organisation, wishing to engage me.

I deliver the following modalities:

- Business Coaching
- Mentoring
- Accountability Coaching
- Business Advisory
- Leadership and Management Team Coaching
- Ambassador (brand and/or product)

If you are located outside metropolitan Melbourne, we can Zoom or Skype otherwise my travel guidelines will apply and you'll need to arrange the meeting location. I'll gladly travel to you but you'll need to pick up my travel costs. It's pretty standard and everything is





doable. My travel guidelines are outlined within my 'Rules of Engagement Agreement' (Service Agreement) see below.

At this point (if you haven't already) you will participate in my free 'Unboxing Session' so we both agree on the plan, we understand your priorities and what's needed to be achieved. So let's get it done, we are off and running.

Real world example

I have interstate clients who have engaged me every week as their Accountability Coach and trusted Business Adviser. All of our Sessions are conducted online using Zoom early on Monday mornings, to kick off their working week.

The purpose of these customised sessions is to provide clients with review, clarity and intention for the week ahead. I then follow up with our signature 'Weekly Check-Ins' to ensure implementation and execution. My clients find this process ensures they actually achieve their desired outcomes whilst keeping them fully-accountable. We often say "Accountability increases activity, Activity increases opportunity" and this is where my clients get more customers, generate more sales and make more money...

PACKAGE 4 –

"GROUP ACCOUNTABILITY FORUM (MASTERMIND GROUP) YOU SELECT YOUR MEMBERS, LET THE MAGIC BEGIN"

Group Accountability Forum (our Mastermind Group)

DURATION - Six or twelve-month program

COST - \$960 per person incl. GST for six (6)-group sessions. Twelve (12)-session packs available.

GROUP SIZE - Ideally 3px-7px including the organiser.

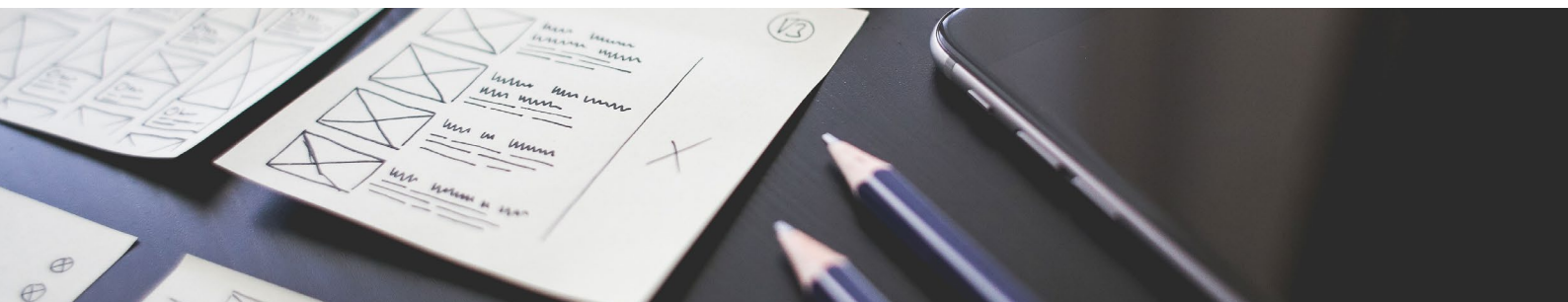
EARLY TERMINATION - Sorry, not possible with this program.

My Mastermind Group

The 'Group Accountability Forum' has been created to help each of the participants sharpen business skills and personal skills in a safe and highly-focused business environment. Above all it's a combination of brainstorming, education, peer accountability and group accountability which is ideal for:

- Project Groups
- Sales Teams
- Profit Centre's & Departments
- Alumni (Uni, Dent Global)
- Networking Groups (BNI, Dent Global, Associations)
- Management Teams & Leadership Groups
- Board & Advisory Members

This offering is unique as you invite our own participants to join your Group. Above all else, it's vital you choose carefully. Ideally, you need 3-7 people (including the group organiser) it is critical to have members whose opinions you respect,





whose work you admire, and who you trust. Also important, choose some members who are more successful than you are so that they can help push you to reach your goals.

Your group sets the frequency

Sessions take place at an agreed frequency, once per month is also really common, your group will choose. During each session, each member will share their WINS with the group members and they will be discussed. Each member is then placed in the **'Hot Seat'** where they will share;

- What's working for them
- What's not working
- What is this week's goal; task, action or process in which you need assistance?

The group shall discuss and provide you with solutions, alternative ways and/or share similar experiences. The purpose is to remove roadblocks and obstacles in your pursuit of your desired outcome. The next task is for each member to set and share their goals (and/or tasks) that they need to complete before the groups next session. These will also be recorded and members will be fully-held to account by the group to ensure they 'do what you say you are going to do' by the due date set.

I'll facilitate the group

My role is your 'Forum Facilitator'. Each Forum session is 120 minutes duration, held at either at an agreed location. Zoom or Skype will be arranged if you're not located in Melbourne. Room hire will be charged back at cost if required.

If you're located outside Melbourne, I'll gladly travel to you but you'll need to pick up my travel costs. It's pretty standard and everything is doable. My travel guidelines are outlined within my Rules of Engagement (Service Agreement) see below.

Sessions will also be at an agreed frequency of your Forum's choosing throughout the year; monthly, bi-monthly or quarterly, whatever the group agrees. Forum members agree to follow 'The Group Accountability Protocols' which is the code of conduct which Forum members must adhere and comply. This ensures we all play nicely together. Please ask for a copy. Furthermore, as your 'Forum Facilitator,' my role is independent. I'm at arm's length away from all members and I am not emotionally connected to outcomes, people or history. My impartiality means I can also call it as I see it, looking inside from an outsider's perspective with an entrepreneurial focus, and a proven track record in both big and small business over a sustained period of time.

I'll hold the group to account

Action Items agreed, will also be circulated and followed up prior to the next session to ensure everyone is held to account. It is each Group Members responsibility to present, discuss and deliver their completed "Actions Items" to the Forum Members within the time-frame agreed.

My team will stay on top of the details, so we will send emails to remind Forum members of the next meeting, upcoming deadlines and agreed actions. We may also create a private 'WhatsApp' Group to support each other if the group agrees.



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PACKAGE 5 –

“AUTHOR ACCOUNTABILITY PACKAGE”

For clients of Publish Central and/or Andrew Griffiths only.

DURATION - Three one-on-one sessions*.

FREQUENCY - You choose, depending on publishing schedule.

COST - \$899* incl. GST.

EARLY TERMINATION - Sorry, not possible with this program.

This unique offer is only available for authors who have engaged Publish Central and/or Andrew Griffiths. As an author of three bestselling award-winning books myself, someone who has worked closely with both Michael Hanrahan and Andrew Griffiths over a number of years, I know how hard it is to complete the manuscript and submit on time.

To make it easier for you, the three-wise men (Michael, Andrew and I) put our collective heads together and have created this ‘Author Accountability Package’ which targets:

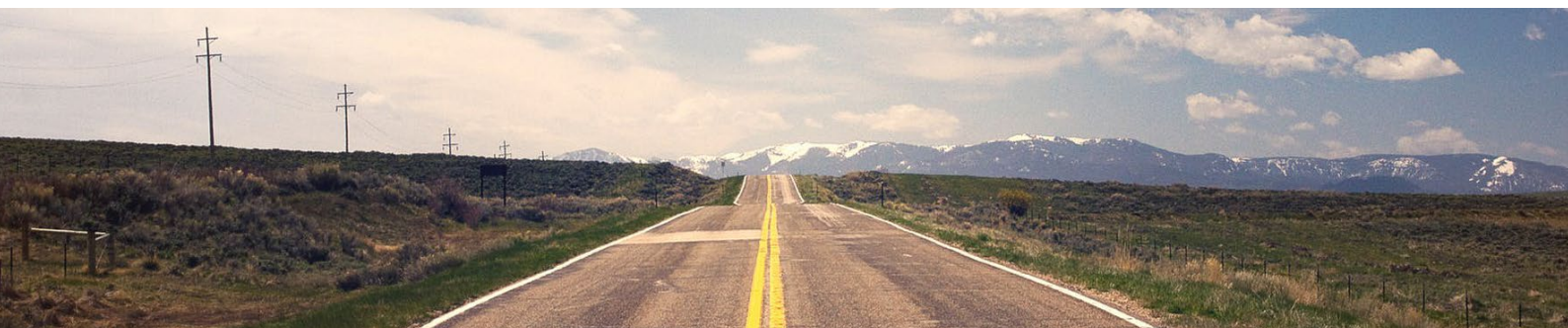
1. Authors that would like to have full accountability so they can complete their final manuscript on time.
2. The author who is grappling to complete their final manuscript for lodgment on/before the publishing deadline.
3. Struggling authors who have not yet meet any of the deadlines and just haven’t been able to finish... and they are finally ready to do something about it.

We work to your publishing schedule.

Each session is up to 60-minutes using either Zoom or Skype and you will have three-sessions* to finish your specific writing project to meet your publishing schedule. *Alternatively, we can easily modify the standard program by adding additional sessions to suit your needs and schedule. Naturally, the session cost will be adjusted.

My team and I will be on your case to regularly check in on your progress and we will drive you hard for completion. Each session you’ll know what needs to be done, your progress to date and how you’ll do it, so I will hold you to account to make sure you’re on target.

Because my usual Unboxing Session (see below) is not applicable to this package, we’ve created a free ‘planning session’ especially for you and we will do it over Zoom or Skype. Online ‘planning’ will be with either Michael or Andrew and me. Together, well will set deadlines and confirm our road ahead. In the end, your final manuscript will be finished and ready for publishing, soon you will truly be a published author. Congratulations, that is quite an achievement. What’s your next book title, you know you can’t stop now?





IT STARTS HERE...

UNBOXING SESSION

- Free and without obligation -

First of all, this session is FREE and takes between 45-60 minutes.

This session will be conducted over Zoom however, if you've got a lousy internet connection then we can talk over the phone, I'll call you.

Secondly, in preparation for the session, all you need to have ready is your 'To-Do List' or your business 'wish list'. You will need to be a willing participant, being open and honest as we discuss its contents and relevance to your goals when I challenge your thinking.

Everything is doable, my travel policy and the way I operate is outlined within my current Rules of Engagement (Service Agreement) see below.

What's included in the Unboxing Session?

You'll get four important outcomes from my Unboxing Session:

1. 45-60min obligation free discussion about your business, your goals, promises and commitments.
2. We'll examine your priorities.
3. Review your 'To-Do List'. We'll dig-in deep to discuss the most effective ways to implement & execute.
4. Together, we will create a plan and set realistic and achievable timelines.

So much to gain, nothing to lose.

There is NO downside for you whatsoever, and so much to gain!

Start your session today!

Doing nothing (same as sticking your head in the sand), procrastinating and hope will not improve your situation, so you need to take action and execute a plan of change, otherwise, tomorrow's result will be the same as today and yesterday. (you knew that).

Furthermore, maintaining your current status quo, only means you'll miss important opportunities to make money. You'll let people down, especially those that are important people to you and you will remain stagnant.

The Unboxing Session is an opportunity to decide whether or not I'm the right fit for you and whether you'd like to engage me for you and your business. You'll get to better understand my skill set and experience, you'll get a clear sense of my energy levels and drive.

After all, ensuring we connect is vital and our chemistry is important. So, let's get into this, there's a lot to do and there's no better time to take action than RIGHT NOW. It's 2020, time to dial things up and make change. Otherwise, tomorrow's result - will be the same as yesterdays.

BOOK NOW

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