

MY BIOGRAPHY



"YOU CAN'T BUY
HAPPINESS, BUT GETTING
STUFF DONE IS PRETTY
MUCH THE SAME THING"
- DARREN FINKELSTEIN



Darren Finkelstein is an Accountability Coach, Business Advisor, Mentor and Author/Speaker. He's also known as The Accountability Guy[®]

ABOUT DARREN

Darren Finkelstein is known as The Accountability Guy®, something he's very proud of "due to being known for something so crucial to a business's success". By holding people to account, he genuinely enjoys making a difference in people's businesses and personal lives.

Darren delivers measurable results to high-performing individuals and teams through his boutique advisory practice aptly named [Tick Those Boxes](#).

Having lived an extensive entrepreneurial journey filled with highs, lows, remarkable achievements and success, Darren has over 30-years of experience in the corporate world and small business. He brings solid skills and an informed perspective to the table, confirming he is someone who *walks the talk*.



Helping keep you and your team accountable.

When working with high-performing business owners, entrepreneurs, executives, and teams, Darren ensures full accountability, so you meet obligations, goals, promises, and commitments made to others and yourself. In addition to being passionate, energetic, and focused, accountability is critical to building a successful business.

In every organisation, Accountability starts at the top, and Darren has a full playbook to show you how to implement and execute to ensure the outcomes you set are met.

His proven track record in both corporate and small business demonstrates he can deliver results no matter the size of the organisation you're in.

Previous Apple Inc. Executive

For 10-years, Darren worked for Apple Inc. as 'Manager of Commercial Markets' under the inspirational leadership of Steve Jobs. During his time there, he won the prestigious 'Golden Apple Award' for the Asia-Pacific region. He regularly hosted senior executives and VIPs from Australian businesses to visit the Apple HQ in Cupertino, California for technology tours and meetings with the Apple Executive Team. This is a staggering outcome for a high school dropout from suburban Doncaster, Melbourne – playing on the biggest technology stage in the heart of Silicon Valley. Darren often pinched himself to see if he was dreaming.

Moving on from Apple Inc., Darren's Literal 'Sea Change'

After a decade of incredible experiences, inspirational knowledge, and even a few battle scars from his time at Apple Inc. (Darren was a genuine corporate escapee), he felt the need for a change – an actual 'sea change', so that is what he did.

Successful Entrepreneur

Together with a business partner, Darren helped create a boutique entrepreneurial 'lifestyle business' in the marine industry, turning his passion for boating into a successful \$m business. The business started small, but then snowballed to meet the needs of the market.

15-years later, the team successfully sold and exited the business.

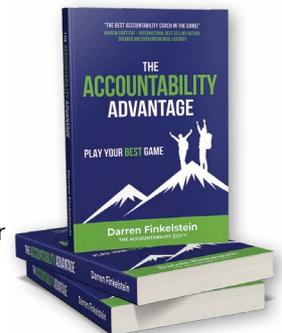
Darren's next challenge was as a Marina Manager and Ambassador for Wyndham Harbour. This was a new residential marina and harbour development for approximately 1,500 people (kids, dogs, and boats) located on the north-western shores of Port Phillip in Melbourne's west.

Award-Winning, Bestselling Author

Darren has written four award-winning, bestselling books on boating, family, and lifestyle. During that time, he developed 'The Boat Guy' as a brand, becoming an ambassador and industry expert, regularly presenting at boat shows and industry events.

His first book, '[Honey, let's buy a BOAT!](#)', made it into the Top 5 on iTunes then followed [Honey, let's go BOATING!](#) and the final book in his trilogy, you guessed it, is [Honey, let's sell the BOAT!](#).

Darren built a strong community on social media and has a growing media profile widely respected within many entrepreneurial circles. He's known as someone who constantly innovates, doesn't stand still, and who "Gets Sh!t Done". Naturally, this was the foundation for Darren writing his fourth and more recent book: [The Accountability Advantage - Play your best game](#).



Radio

A seasoned presenter with Radio 3AW part of Nine Media, Darren presents the 'Beach and Bay Reports' over summer and has done so professionally since 2014. He revels in the challenge of live radio, and it aligns well with his passion for the outdoors, lifestyle, and the ocean. Truth be told, he's a wannabe pro surfer (and pro golfer) with little ability, but that's never stopped him!

Entrepreneur of the Year

Next, Darren graduated from the Dent Global 'Key Person of Influence' entrepreneurial accelerator program in 2012, where he was the first back-to-back winner of the 'Entrepreneur of the Year' award for Australia.

In 2021, he was invited to join the Dent Global international team to coach, mentor, and work closely with their current students and alumni.

Now you know all about Darren. It's time to create your sensational story too!

WORKING WITH DARREN

How accountable are you?

Most people believe they're fully accountable in their actions, but in reality, most aren't, and some far from it.

My 'Accountability Scorecard' compares you with other ambitious people to reveal the truth. Are you truly accountable?

"The Accountability Scorecard" takes less than 5-minutes to complete. You will get a detailed and personalised report outlining what you can do to be truly accountable.

TAKE THE 5-MINUTE QUIZ TO FIND OUT!



Accountability is a superpower.

Use it to smash your goals and fulfil the commitments you've made to others, and yourself.

Darren's lessons in accountability can help individuals and teams at all levels of a business or organisation, and are based on actions and results.

You can work with Darren in many ways:

- ✓ Read [The Accountability Advantage – Play Your Best Game](#) book for Darren's most recent insights into accountability.
- ✓ Enroll into Darren's online (DIY) program: [Accountability Made Easy](#).
- ✓ Engage Darren to be your private Accountability Coach via one of his popular [One-On-One Sessions](#) where he works with you and/or your team to implement and execute plans to hit your goals.
These private client sessions are conducted via Zoom video calls or face-to-face meetings (subject to Darren's travel policy and COVID restrictions).
- ✓ For teams of 3 – 7 people, Darren offers [Group Accountability Programs](#), ideal for networking groups and alumni organisations.
- ✓ [Team Accountability Program](#) is a powerful tool for sales teams, project teams, virtual teams and operational teams.
Both the Group and Team Accountability Programs are a shared learning environment where you'll learn from others and share experiences. We can work with your team members one-on-one, in pairs, or in a configuration that suits team learning.
- ✓ Darren can be a [Speaker](#) at your next event, workshop, or conference. Whether it's done face-to-face or virtually, it's a genuinely engaging experience.

TOP 4 REASONS WHY YOU NEED THIS?



1. Do you work hard, but still not achieve your goals?



2. Are you feeling so overwhelmed, it's overwhelming?



3. Do you need directions on how to get your business to the next level?



4. Are you a high-performing, successful individual or team that would like to 'juggle more balls in the air' to be even more successful?

Accountability is the superpower you must learn to harness.

'Hope' does not fix your situation, as doing nothing worsens things. We need to take action now, or tomorrow's results will be the same as today.

Implementation and execution are key

We'll make sure you follow the plan and meet your deadlines. This is true accountability. Together, we'll meet your commitments, goals, and promises you've made to yourself and others.

Don't let people down anymore – especially those important to you!

LET ME LEAVE YOU WITH THIS QUESTION:

How likely are you to achieve your goals, promises, obligations, and commitments on your own?

Darren will support you to become truly accountable!

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