

# SPEAKERS KIT



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



Accountability Coach | Business Advisor  
Mentor | Author | Speaker

# HOW THE ACCOUNTABILITY GUY® WAS BORN



Darren Finkelstein is known as The Accountability Guy® and is quite proud to be associated with a topic so crucial to business success. That said, his own journey to accountability wasn't your average career path. After climbing his way up the corporate ladder to work as an executive for Apple Inc. during the inspirational Steve Jobs era, starting and exiting a successful entrepreneurial venture, and becoming a bestselling author, his is a story that exemplifies the power of accountability.

Having lived an extensive entrepreneurial journey filled with highs, lows, great achievements, and even greater successes, 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'*.

## A Challenging Back Story You May Just Relate To

If you've suffered losses and failures and think success is outside your reach, Darren's own history shows us how almost any obstacle can be overcome. Courageous in his ability to expose vulnerabilities in front of a live audience, The Accountability Guy® explains his unorthodox road to achieving his goals.

Expulsion from high school; loss of his family home after the receivership of his first business at the young age of 23, which triggered the laying off a team of 10 people on Christmas Eve; and losing one of Apple Inc.'s biggest Australian corporate accounts, are some of the tougher times Darren has faced and navigated.

And, with no formal education (no university degree), you might be wondering how someone could then end up 'Manager of Commercial Markets' for Apple Inc.'s Australian operations?

Darren chose to be a victor instead of victim, and each of life's hardships only built up and further bolstered his level of resilience. He sees accountability as being the superpower that finally helped him reach success. All these life and workplace events have only strengthened Darren's resolve. He is now armed with a laser focus, infectious positivity, and an unbridled passion gained through the learning of these incredibly challenging lessons. Darren openly shares his journey and talks candidly about how a 'good dose of accountability' would have mitigated many of these difficulties.



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





# IT'S TIME TO MEET THE **OBLIGATIONS,** **GOALS, PROMISES, AND COMMITMENTS** MADE TO OTHERS AND YOURSELF!

## **Helping Keep You and Your Team Accountable**

By holding you to account, Darren genuinely enjoys making a difference in people's businesses and personal lives, delivering measurable results to high-performing business owners, entrepreneurs, executives, and teams.

On top of being passionate, energetic, and focused, *accountability* is critical to building a successful business. Darren has a full playbook to show you how to implement and execute to ensure the outcomes you set are met.

## **Why engage 'The Accountability Guy'® to speak at your next event?**

High-Performing Entrepreneurs and Teams Want to Get More Done.

Darren specialises in working with high-performing people and teams. The aim is to become fully accountable, and his 7-Step 'Road to Accountability' is designed to inspire attendees to take action and 'Get Sh!t Done'.

It's all about the implementation and execution, and Darren's accountability coaching ensures you stop upsetting others due to lack of action, not to mention acting on the opportunities you're currently missing out on!

## **Tired of feeling overwhelmed, over-ambitious, and without a solid plan?**

Business owners and team leaders appreciate Darren's authentic, enthusiastic presentations focused on what it means to be truly accountable, and how to put this knowledge into practice. The Accountability Guy® speaks from experience, and from the heart. In a world where past issues often linger and become obstacles; where you have projects you don't know where to start on; when you don't have a BIG enough reason to drive you; and where no one is holding you accountable – Darren's presentations are renowned for helping people learn to deliver on promises and commitments made to others and ourselves so they take action.

**'It was a wonderful presentation where implementation and execution are the focal points. What a perfect session for the delegates at your next conference, workshop or event!'**

**Andrew Griffiths, Entrepreneurial Futurist**

# WHEN YOU WANT TO HEAR FROM THE VOICE OF EXPERIENCE

Darren Finkelstein is worth his weight in gold because when presenting his ideas, sharing his experiences, and telling his stories, it's all delivered with passion and authority due to its genuine foundation in lived experience. His aim is not simply to motivate you, but to inspire.

**Booking Darren for your next event or conference  
will ensure a lasting impact on everyone involved!**



Radio 3AW Presenter



TV Presenter  
(Foxtel, Ch7 Mate)



Four-time, author, bestselling  
and award-winning



15 years in his own lifestyle  
entrepreneurial business



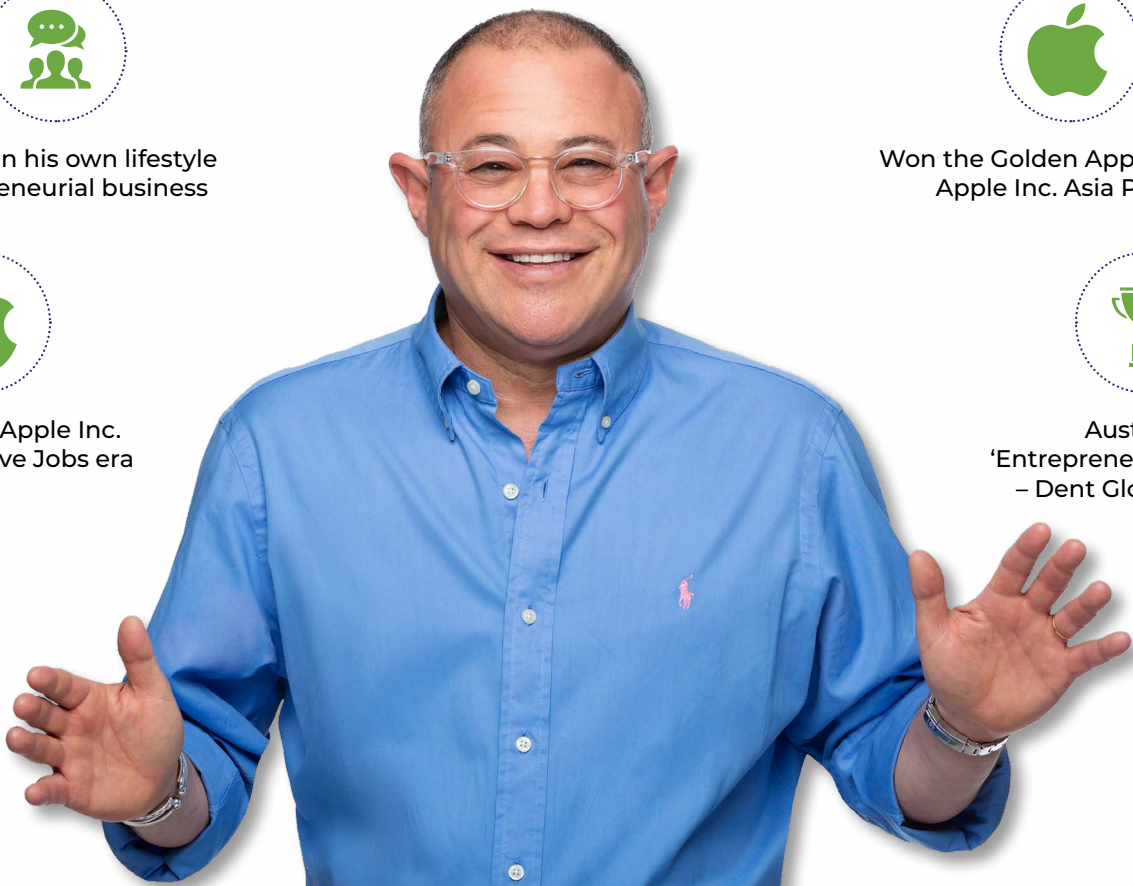
Won the Golden Apple Award –  
Apple Inc. Asia Pacific



10 years with Apple Inc.  
during the Steve Jobs era



Australian  
'Entrepreneur of the Year'  
– Dent Global – twice!





# DARREN PRESENTS ON A WIDE RANGE OF TOPICS RELATED TO ACCOUNTABILITY

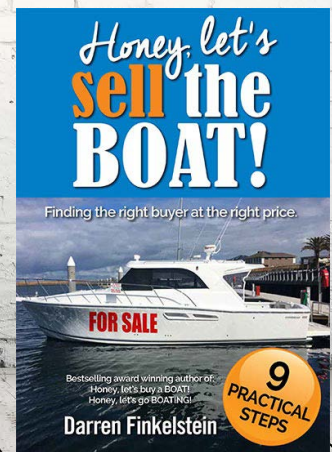
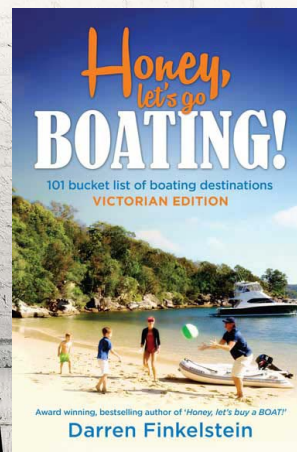
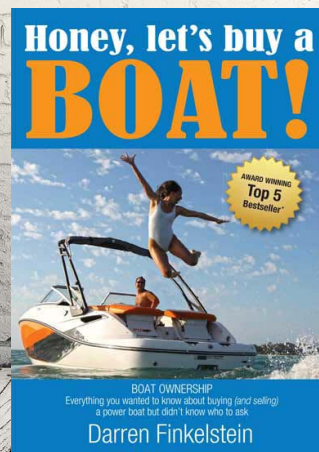
Darren Finkelstein is worth his weight in gold because when presenting his ideas, sharing his experiences, and telling his stories, it's all delivered with passion and authority due to its genuine foundation in lived experience. His aim is not simply to motivate you, but to inspire you and your team to *'take action'*.

Darren's presentations are reinforced by simple concepts, and when easily implemented and executed, deliver strong outcomes. Whether you need a presenter for an audience of small business owners (SME), entrepreneurs, corporate teams, industry groups, networking or special interest groups, The Accountability Guy® will teach you how hope on its own is not a strategy, whereas accountability increases activity, in turn increasing opportunity!

## DARREN'S TOP 5 FAVOURITE SPEAKING TOPICS

- ☒ Accountability is your superpower
- ☒ Don't waste this opportunity
- ☒ Road to accountability
- ☒ From failing English to bestselling author
- ☒ Rise to the top to lead your industry





## THE STORY BEHIND THE 'GUY'

### A Man Who Embraces Change - A Genuine Sea Change

Darren has had amazing experiences and attained wonderful knowledge from his time at Apple Inc., along with just a few battle scars as a corporate escapee. He needed change, and a genuine 'sea change' always appealed, so he subsequently co-founded a boutique entrepreneurial 'lifestyle business' in the marine industry. You can't get more 'sea change' than a life on the water! His business began small, but quickly grew to meet the demands of the market. Together, Darren and his business partner successfully sold and exited the business after 15 years.

His next challenge was as Manager and Ambassador for a bayside community, which he ran for 4 years. A new residential, marina, and harbour development to house 1,000 families (kids, dogs, and boats) located in Melbourne's west, Darren's deep connection with the ocean has never left him. He's a wannabe pro surfer who lacks the ability, but it's never stopped him!

Throughout the journey, Darren has written four books to-date; both award winning and bestsellers. His first title landed in the Top 5 on iTunes, and subsequently he built a strong community on social media, has an evergrowing media profile, and is widely respected amongst entrepreneurial circles as, 'the guy who gets sh!t done'.

Darren is a seasoned presenter on Radio 3AW presenting his popular '*Beach and Bay reports*' over summer and was Dent Global's first back-to-back winner of its Australian 'Entrepreneur of the Year' award, achieved after partaking in its 'Key Person of Influence' entrepreneurial accelerator program.

With a proven track record in both large corporates and small business, it's time for Darren to inspire the audience at your next event!





# 'THE BEST ACCOUNTABILITY COACH IN THE GAME!'

Andrew Griffiths, Best Selling Author and Speaker

'Darren is the best and he came highly recommended. I knew I needed to work with him, and it's been an incredible 18 months already. I'm literally ticking those boxes and getting things done.'

Melinda Hird, Photographer and 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 you want to step up and deliver on what you tell yourself, then Darren is your guy.'

Tracy Sheen, CEO Unusual Comms  
(The Digital Guide)

'I'm great at working on projects I enjoy, but when it comes to networking, marketing, or other stuff I'm uncomfortable with I use whatever excuse I can to procrastinate.'

Anetta Pizag, CEO  
Workplace design consultant and strategist,  
workstyle coach and author

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 9 years. During that time, I've seen him get more done than many do in a lifetime. He's become a bestselling author, with 4 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 talk to Darren.

Ned Coten, Chairman  
Basketball Australia



## WANT TO BOOK THE ACCOUNTABILITY GUY® FOR YOUR NEXT EVENT?

If you're now inspired to have Darren present at your next event, conference, workshop or retreat or off-site, be prepared to be blown away!

It doesn't need to be said that he'll put his passion, energy, and soul into making the experience a huge success, not to mention how his presentation will do the same for you and your teams' careers, business, and personal lives. Darren's goal is to have the audience 'take action' and embrace the superpower of accountability.

You and your teams will take away genuine knowledge to implement, and not just another conference handout which sits on the shelf gathering dust.

To confirm Darren's professional speaker's fee, to discuss your event and booking dates, please contact Darren directly. Darren can travel interstate and to international locations to present. Naturally, subject to COVID regulations and his availability, Darren is fully AZ vaccinated.

Darren's presentations and speaking engagements typically are 45-60 minutes in duration, and can be tailored to suit your individual requirements. Darren can also include team workshops and private sessions with delegates, if you are seeking maximum impact from Darren's attendance. All of Darren's presentations and activities can be delivered both virtually (Zoom is his preference) or face-to-face on stage, in front of the room.

*Remember, you're responsible for things,  
and **accountable to people**. Let The  
Accountability Guy® show you the way.*



# JUST A FEW OF THE COMPANIES AND ORGANISATIONS DARREN HELPED BECOME MORE ACCOUNTABLE



**DECOCORP.**



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Melinda Hird



**Dent.**



# 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!

For more information visit:  
[www.tickthoseboxes.com.au](http://www.tickthoseboxes.com.au)

Email:  
[df@tickthoseboxes.com.au](mailto:df@tickthoseboxes.com.au)

Mobile:  
**0418 379 369**

