

Darren Finkelstein
– The Accountability Guy®

SPEAKER KIT



The Accountability Expert You Can Rely On

Darren Finkelstein is The Accountability Guy®, an International Accountability Coach, Business Advisor, Mentor and Author/Speaker. Darren is known worldwide for promoting accountability-based success and mentoring high performing individuals and teams to smash their goals and to-do's like pinatas with baseball bats.



Biography

Darren is a proven leader, a highly recognised entrepreneur who has 'walked the talk'. His journey from the world of tech to coaching high-performing individuals and teams has made him an international authority on achieving success through accountability.

Under the trailblazing Steve Jobs, Darren enjoyed a 10-year professional career at Apple, where he managed commercial markets for Apple Australia. Not bad for a high school dropout with no formal degrees and lots of valuable lessons to use outside of Silicon Valley. Because of Darren's leadership, account management strategy, and sales prowess, Darren was recognised with the prestigious Golden Apple Award for Asia Pacific, cementing his role as a key figure in determining the direction of company strategy. But his story did not end there.

Darren co-founded, along with a business partner, a number of boutique boating businesses in the marine and lifestyle industries. Driven by a lifelong passion for boating, new challenges, and a desire to run their own small business. Darren authored a bestselling marine trilogy — *"Honey, let's buy a BOAT!"*, *"Honey, let's go BOATING!"*, and *"Honey, let's sell the BOAT!"* which further cemented his status as both an industry luminary and visionary thinker.

Through his books, Darren became a well-known voice on Melbourne's 3AW radio with his 'Beach N' Bay reports over the summer. His entrepreneurial achievements were further recognised when he was named 'Entrepreneur of the Year' by the Dent Global 'Key Person of Influence' programs where he now coaches the next generation of business leaders. Later, Darren and his business partner successfully sold and exited their businesses to both seek new challenges separately.

Never one to rest on his laurels, Darren founded Tick Those Boxes, a business coaching practice dedicated to supporting, teaching, and mentoring

entrepreneurs and their teams on how to build, grow, and scale in today's competitive marketplace, just as Darren has done.

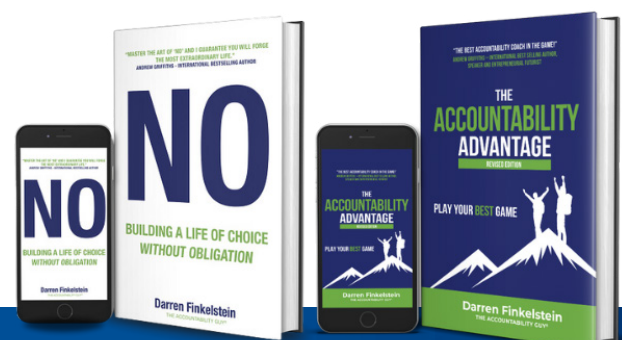
His strategy is laser-focused on attaining goals, taking decisive action, and acting with clarity. Through his individual and group coaching programs, Darren has empowered entrepreneurs all over the world — from Australia and New Zealand to the remote regions of Latin America, Europe, Asia, the United Kingdom, and the United States — with his unique ability to help others "Get Clarity, Get Started, and Get Sh*t Done."

To share his successful process and frameworks more broadly, Darren has authored multiple bestselling business books, including *"The Accountability Advantage – Play Your Best Game"* and *"NO – Building a Life of Choice Without Obligation."* These works have become essential reading for those looking to master accountability and achieve extraordinary results in both their personal and professional lives.

Together with his remarkable career accomplishments, Darren's passion for golf, his current residences; the Aussie bush in the Central Goldfields region of Victoria, and in Melbourne with his wife Suzi. Their commitment to spending meaningful time with their family all demonstrate a belief in living a passionate yet balanced life. The strength of responsibility, resilience, and reinvention is demonstrated in Darren's own story.

Let Darren assist you in crafting the narrative for you and your team's narrative.

Onward to the goldfields



Most Popular Speaking Topics



1. Accountability Is Your Superpower

In this inspiring keynote, Darren reveals his *7-step accountability process*, which boosts the likelihood of achieving goals to an astounding 95%. Whether it's hitting business targets or personal milestones, accountability is the game-changer that will lead to success.

- **Key Takeaways:**
 - Learn the Road to *Accountability* framework.
 - Build accountability into your team's culture to fuel long-term success.
 - Perfect for teams of two to eight people in Darren's group coaching sessions. Enquire about this favoured add-on.



2. 'NO' - The Tiniest Word Can Change Everything!

Based on his latest bestseller, Darren explores the power of the word "NO" in creating a balanced, fulfilling life. In this keynote, audiences learn how saying 'NO' helps them set boundaries, prioritize what matters most, and become more effective leaders.

- **Key Takeaways:**
 - Understand how *NO* is not about rejection but empowerment.
 - Master Darren's 10-step framework for saying *NO* to non-essentials while saying *YES* to what matters.
 - Perfect for teams of two to eight people in Darren's group coaching sessions. Enquire about this favoured add-on.



3. Road To Accountability

Focused on corporate teams, this session shows how accountability is the driving force behind peak performance using Darren's 7-step framework. Darren provides tools and strategies that can transform your workplace culture, ensuring everyone takes responsibility and delivers results.

- **Key Takeaways:**
 - Practical ways to integrate accountability into team dynamics.
 - Develop a strong culture of ownership and self-discipline.
 - Ideally matched to Darren's group coaching sessions for teams of 2-8px. Ask about this popular add-on.



4. Dropout to Success: Lessons Beyond Silicon Valley

Leadership is tough, but accountability makes it easier. Darren draws from his experience leading at Apple and as a successful entrepreneur to show how leaders can use accountability to drive results, inspire their teams, and weather challenges.

- **Key Takeaways:**
 - Techniques for developing accountable leadership.
 - Strategies to foster trust and transparency within teams.
 - Stories of Darren's experiences with Apple and other incidents. Case studies of successful accountability in action are shared and discussed.

Speaker Credentials and Accomplishments



Professional and Engaging Speaker: Darren aims to motivate audiences globally to pursue their goals and dreams with accountability, their superpower. Darren presents his message both in person or online, virtually.



Award-Winning Entrepreneur: Darren 'walks the talk,' having achieved success in both large enterprises and small businesses. Darren received the 'Australian Entrepreneur of the Year Award' from Dent Global for his outstanding performance in all facets of entrepreneurship.



Corporate Expertise: As a former manager of commercial markets at Apple during the inspirational Steve Jobs' era, Darren was awarded the 'Golden Apple Award' for sales excellence in delivering 'the numbers' across the Asia Pacific region.



Bestselling Author: Darren's business books —*The Accountability Advantage* and *NO* — achieved acclaim for their practical strategies and game-changing insights. *Honey, let's buy a BOAT!* was number #5 on iTunes globally in sports and recreation, following its release, and is an industry award winner.



Media Presence: For eight years, Darren was a regular voice on Melbourne's 3AW radio, presenting his Beach B' Bay reports. In addition, Darren has shared his insights on accountability and entrepreneurship in media outlets across Australia.



Internationally Sought After Coach: Darren has helped hundreds of high-achievers across many industries and roles to reach new heights of success through his coaching and mentoring programs right round the globe. Australia and New Zealand, to the remote regions of Latin America, Europe, Asia, the United Kingdom, and the United States.

Client Testimonials

"One of the highlights of 2023 for me is that we started to work together. I am so happy and grateful for all your help and advice, and I'm so happy for the progress we are making together. I have full trust in your method and help, and I'm very confident we will achieve our goals together."

Professor Selma Saidi, Technische Universität Braunschweig

"Darren's coaching changed the trajectory of my business. His accountability frameworks are practical and effective, and his support is unwavering. If you're serious about achieving your business goals, Darren is the coach you need in your corner."

Cathy Love, Nacre Consulting

"Darren is the best accountability coach in the game!"

Andrew Griffiths, International Best-Selling Author and Speaker

"Before working with Darren, I was constantly overwhelmed and unsure of my next steps. Darren's accountability coaching has brought clarity, structure, and results to my business. I now have a clear plan and the confidence to execute it."

**Tresne Middleton,
Teacher Professional Development**

"My small business has tripled in staff and revenue since working with Darren. His clear focus and methodical steps are the reason for our success."

**Scott Brown,
Rural and Remote First Aid**

"Darren's no-excuses approach is exactly what I needed to push my business forward. His accountability strategies have kept me laser-focused, and the results speak for themselves. I've achieved more in six months with Darren than I had in the previous two years."

Daniel McKinnon, Frontside Future

"Working with Darren has transformed our business. His accountability methods are game-changing."

Michael Hanrahan, Publish Central

"Darren helped me break down my big, audacious goals into manageable steps and kept me accountable every step of the way. His coaching has been invaluable in helping me reach new heights both personally and professionally."

**Carly Saunders,
Teacher Professional Development**

"Darren's coaching and accountability framework have completely transformed the way I approach my business. His no-nonsense advice and unwavering support have been crucial to my success. I've never felt more in control."

**Chris Robb,
Global Speaker and Author**

Why book Darren as your next event Speaker?

Tailored Content:

Darren's approach is always customised to your organisation's specific needs and goals.

Proven Results:

Darren's track record of turning dreams into achievable goals is unmatched. His clients experience real, measurable outcomes. Darren also loves to share a few stores from his time at Apple.

Dynamic Delivery:

Engaging, humorous, and insightful, Darren's keynotes inspire action and leave audiences empowered to make meaningful changes.



**For enquiries, availability,
and speaker costs, please contact:**

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