

# **Larry Jacobson**

**Vice President Sales and Marketing at**

San Francisco Bay Area, CA, US

Motivational Speaker, Author, Circumnavigator,  
Adventurer

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## **Biography**

Sales and marketing are my business skills. Living an Unstoppable Life is how I used those same skills to complete a six-year circumnavigation. I love speaking and combining my business and adventure skills. For example, in the Keys to Navigating Sales, I share stories from sailing around the world and the skills needed to complete that huge adventure. Dreaming, setting goals, taking risks, making decisions, facing fears, staying focused, persevering, giving, maintaining a positive attitude, and learning to live with love, laughter, and passion are all subjects of my motivational speaking path. As a co-founder of World Class Incentives, and president of Creative Incentive Group, I am an expert in the travel industry, high-tech distribution, marketing of products, motivation to increase sales of products, consumer loyalty, and sales skills in consultative, long closing time sales. Author of the award-winning best selling book, *The Boy Behind the Gate*: how his dream of sailing around the world became a six-year odyssey of adventure, discovery, love, and fear. <http://larryjacobson.com>

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## **Availability**

Keynote, Moderator, Panelist, Workshop, Host/MC, Author Appearance, Corporate Training

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## **Industry Expertise**

Professional Training and Coaching, Corporate Leadership, Travel and Tourism

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## **Areas of Expertise**

Leadership Development, Sales, Adventure Speaker

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## **Sample Talks**

### **How to Achieve Unstoppable Performance**

Larry speaks on a variety of subjects: Leadership, Sales, Passion, Fear, Risk, Decision-Making, Positive attitude, & Perseverance. Business can feel like facing a 30-foot wave in a storm ? Lonely, scary, out of control. Larry Jacobson knows all about that kind of fear ? and what it takes to turn it around and achieve the success of your dreams. He understands what it takes to make a sale, be a leader, and have passion in your life. He guides his audience to achieve Unstoppable Performance.

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## **Event Appearances**

**How Passion Trumps Fear**  
TEDx Golden Gate San Francisco

**How to Make Ideas Happen: Passion, Priorities, and Perseverance**  
TEDx Youth Event

**How to Make Passion Your Priority**  
Council for Advancement and Support of Education

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## **Education**

**University of California, Berkeley**  
Teaching Credentials Education

**University of California, Irvine**  
B.A. Humanities, History

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## **Accomplishments**

### **Circumnavigation by sailboat**

Six years, 40 countries, and 40,000 miles. Jacobson has joined the elite club of sailing circumnavigators. The same skills used in business are the ones he used to sail his own boat all the way around the world.

### **Award-winning author**

Wrote the award-winning memoir, *The Boy Behind the Gate*: How his dream of sailing around the world became a six-year odyssey of adventure, fear, discovery, and love. Winner of six literary awards and getting rave reviews, Jacobson shows how anybody can make their dreams come true if they have passion for their idea.

### **Two-time TEDx speaker**

Larry Jacobson has already given two TEDx speeches in addition to multiple corporate and association presentations.

### **Twenty years in sales and marketing**

In his 20-year business career, Larry Jacobson was a successful sales and marketing VP for World Class Incentives, a premier incentive travel and motivation company. His sales and marketing experience span industries from home-goods to high-tech, and his understanding of product distribution and sales is extensive.

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## **Testimonials**

**Peter Oakes**

"Larry just knocked it out of the park! It's been wonderful to have him as a keynote speaker during our event!"

**Marcelle Epley**

"WOW! Larry just brought the entire world into our conference room! He inspired our managers & directors to better handle challenges that we face on a daily basis. I wholeheartedly recommend you invite Larry to speak at your meeting, whether it's big or small. Let him share his story!"

**Angie Smith**

I had the pleasure to see Larry present online at TEDx. Afterwards we were so excited to meet him in person to see what he could do to spread his message to our clients and staff. I was incredibly interested in his message, but most of all, after meeting him, his energy and passion were absolutely contagious. We have had the pleasure of Larry leading a Webinar for all of our clients and staff, and we loved his message so much we invited him back to speak at our annual company off-site in Palm Springs. His message was inspiring and was a wonderful way to kick off our annual meeting that was all around igniting the passion again. Thank you Larry for all you have done, and for what you continue to do to spread your passion to others.

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