



## Larry Jacobson

ADVENTURER / EXPLORER · AUTHOR · TEDX SPEAKER

Senior teams under sustained pressure do not fail from a single shock. They fail from accumulated fear, deferred decisions, and the quiet erosion of conviction over months of difficult conditions. Most leadership development addresses the crisis moment. Far less addresses the long stretch in between, when the temptation to retreat is constant and invisible.

Larry Jacobson is a motivational keynote speaker and author who draws on a six-year sailing circumnavigation to help leaders and teams hold their nerve, manage fear, and finish what they start.

### Larry Jacobson's 2026 Biography

#### Why organisations work with Larry Jacobson

- A source experience that is independently documented and book-published. The six-year voyage, the 40 countries, the tsunami in Thailand, the pirate threat in the Gulf of Aden are not rhetorical devices, they are a verifiable record audiences can read after the keynote.
- Direct translation between an extreme personal undertaking and the corporate context he left to begin it. Jacobson ran a company before he sailed, and speaks to commercial audiences with the cadence of someone who has carried a P&L.
- A specific argument that fear is a workable variable, not a problem to be removed. Audiences leave with a clearer sense of how to act while still afraid, rather than waiting for the fear to subside.
- A track record with mainstream corporate and financial-services audiences, including Northwestern Mutual, Investment & Wealth Institute, and Retirement Coaches Association, alongside two TEDx platforms.

#### Biography highlights

- Six-year circumnavigation by sailboat, 40,000+ nautical miles, 40 countries visited.
- Author of *The Boy Behind the Gate*, an Amazon best-seller and award-winning memoir of the voyage.
- Two-time TEDx speaker: TEDx Golden Gate (“Passion Trumps Fear”) and TEDx Youth (“Passion, Priorities, and Perseverance”).
- Additional books include *What’s Your Encore? A Step-by-Step Guide to Retiring with Purpose and Fulfillment*, *Beyond the Meeting Room: A Practical Guide to Mastering Communication in a Remote World*, and *Navigating Entrepreneurship: 11 Proven Keys to Success*, with

#### AVAILABLE FOR

- Coaching
- Panel Participation
- Speaking
- Training and Workshops

#### LARRY'S SPEAKING THEMES

- Change Management
- Leadership
- Motivation and Inspiration
- Peak Performance
- Resilience & Stress Management
- Storytelling & Business Communication

**LANGUAGES:** English

companion video programmes (*Sail Into Retirement, Navigating Entrepreneurship*) hosted at Buoy Training.

- Certified World Class Speaking Coach, the credential awarded through the 12-week certification programme run by 1999 World Champion of Public Speaking Craig Valentine.
- Keynote and coaching clients include Northwestern Mutual, Investment & Wealth Institute, Retirement Coaches Association, InVision, The Henderson Group, Hill Physicians, CASE District VII.

## Biography

Most leadership content is written for the crisis. The harder problem is the long stretch in between, when conditions stay difficult, fear becomes ambient, and the easy decision is to retreat or wait. Jacobson's material is built for that stretch.

He spent six years sailing around the world after running World Class Incentives, a corporate incentive and meeting planning business. The voyage covered 40,000 nautical miles and 40 countries, and included the 2004 Indian Ocean tsunami and a transit through the Gulf of Aden during a live piracy threat. The book that followed, *The Boy Behind the Gate*, became an Amazon best-seller and the spine of his speaking practice.

The argument he builds from that experience is practical. Fear is a workable variable in any sustained undertaking, not an obstacle to be removed before starting. Audiences hear how to make decisions while afraid, how to sustain conviction over months rather than minutes, and how to finish a long commitment that no one else can see the end of.

He has spoken twice on the TEDx platform and works regularly with corporate, financial-services, and association audiences, including Northwestern Mutual, Investment & Wealth Institute, and the Retirement Coaches Association. His retirement work extends beyond the keynote into *What's Your Encore?*, a step-by-step retirement guide, and *Sail Into Retirement*, the structured video programme advisers use with clients. His other books include *Beyond the Meeting Room* on remote-world communication and *Navigating Entrepreneurship*. He is a Certified World Class Speaking Coach, a credential earned through the programme run by 1999 World Champion of Public Speaking Craig Valentine.

## Key speaking topics

- Resilience and decision-making under sustained pressure
- Fear management in leadership
- Perseverance through long commitments
- Personal reinvention and career transition
- Goal-setting and execution
- Retirement and second-career planning
- Communication and presentation skills for senior audiences

## Ideal for

- Sales kick-offs and annual corporate off-sites where the brief is morale and conviction, not analytical content
- Financial-services and wealth-management association audiences working on client retirement and life-stage conversations
- Leadership teams entering a long restructuring or turnaround, where the work will outlast the initial mandate

## Audience outcomes

- A direct, named framework for acting while afraid, rather than waiting for confidence to arrive first.
- A clearer view of what sustains conviction over months of difficult conditions, drawn from a six-year first-person example.
- Permission to take a personally difficult decision they have been deferring, supported by a specific story rather than abstract encouragement.

## Larry Jacobson's 2026 talks & topics

### Passion Trumps Fear

Jacobson's TEDx Golden Gate keynote and his most-requested corporate talk, arguing that fear is workable rather than disqualifying.

#### Key takeaways:

- A working definition of fear as a signal to plan, not a signal to stop.
- A first-person account of the decisions that made the six-year voyage possible, and the ones that nearly ended it.
- A direct ask of the audience: name the decision they are deferring and the fear underneath it.

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### Navigating Leadership: Leadership Lessons Learned at Sea

Leadership keynote translating six years at sea into the corporate context Jacobson left to begin the voyage.

#### Key takeaways:

- How to lead a small team through a long undertaking when no one else can see the destination.
- The role of preparation in reducing the cost of unavoidable surprises.
- Specific examples of decisions under sustained pressure, including the Gulf of Aden transit.

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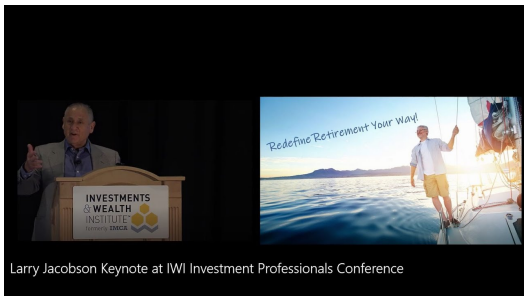
### Redefining Retirement: What's Your Encore?

Keynote for financial-services and wealth-management audiences working with clients on the non-financial side of retirement.

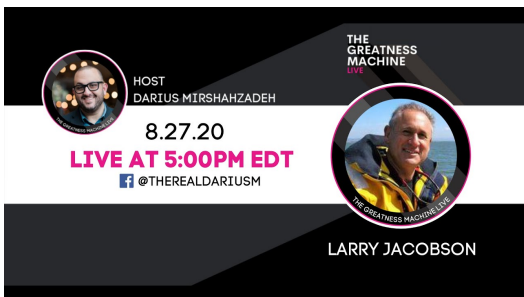
#### Key takeaways:

- Why the financial plan is the easier half of the retirement conversation.
- A structure for the "encore" question that advisers can use with clients.
- Examples drawn from Jacobson's own transition out of corporate life.

## Larry Jacobson's Videos



Larry Jacobson Keynote at IWI Investment Professionals Conference



## What Larry Jacobson's clients say

Larry is one of the most entertaining and inspiring speakers I've ever worked with. His passion, dedication to the audience, and delivery style are unmatched.

**E.G. Sebastian**

*Marketing Manager, Asheville, NC*

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 present at your next event, whether it's big or small. Let him share his message and story!

**Marcelle Epley**

*Senior VP, Long Beach Transit*

Larry was a breeze to work with! He responded quickly to our initial request and really took the time to listen to what our group was about. He molded a fantastic, high energy and educational presentation that everyone loved. He is by far an amazing presenter! We really couldn't have found a speaker that fit our theme any better!

**Kristen Newcomer**

*Director of Events, Investments and Wealth Institute*

Larry Jacobson is a captivating speaker. He has enjoyed a fascinating life of adventure and business success; which he combines with great delivery and practical advice.

**Patricia Fripp**

*Past President, National Speaker Association*

As Program Chair for the Golden Gate Breakfast Club in San Francisco, I can unconditionally say that you were absolutely one of the best speakers to appear at our club. Any group would find you tremendously interesting and inspirational. Your presentation was really quite exceptional, and combined with your engaging speaking style held the attention of all members, which is quite a feat given our diverse interests and age span. I had many members approach me with positive comments on how inspired they were by your speech. Please feel free to use me as a reference for any future speaking engagements.

**Jill Hoiffman**

*Mayor of Sausalito, CA*

It was my pleasure to hear Larry Jacobson speak at the 2013 CASE District VII conference in March where his topic was "Make Passion Your Priority." He was one of our opening speakers and what a way to kick off our conference! The conference theme invited attendees to shake things up and reinvent themselves in order to better serve their institutions in an ever-changing environment. Embracing even minute change is not easy. However, after Larry's presentation, I felt like I should just go for it! Take on life and my work with all of the gusto I could muster. This speaker was inspiring, thought-provoking, and, frankly, fun! Larry helped to set the stage for the rest of our conference — he was exactly what we needed!

**Theresa Davis**

*Chair, Case District VII Conference*

Larry was a dynamic and inspirational speaker who captured the attention of our conference attendees with his incredible story and visual presentation. His message is universal, but he was able to tailor it to coincide with some of the challenges our industry is currently facing. "Take risks" and "be a strong leader" in these changing times really spoke to our crowd. The images he shared were breathtaking and his storytelling was unforgettable. I had the pleasure of working with Larry to coordinate the details of his speaking engagement, and everything ran as smoothly as possible. He makes it easy for groups to find the information we need on his website. Everything is laid out in a very organized and professional manner. Working with Larry is a great experience from start to finish.

**Lindsay Olson**

*Event Planner, Calcom Association*

Larry Jacobson, award winning author, speaker, and retirement transition coach, most successfully brought this SF Police Officers Association Retirement seminar to conclusion. Larry, president of Buoy Coaching, spoke eloquently about a transition into retirement with fulfillment and purpose. Thank you Larry. Your presentation, as the three others were before, was very well received!

**Mike Hebel**

*Program Chairman, San Francisco Police Officers Association*

Larry Jacobson was the perfect wrap-up speaker at TEDx. We met him during an event we sponsored coaching and training TEDx speakers for their event in Golden Gate Park. His talk about the pursuit of passion hit home with the audience. You could see it in their eyes and hear it in their applause. Larry has a grasp of presentation skills reserved for those few professionals at the top. I would recommend him for any association or corporate event where leadership, risk, passion, sales, decision-making, attitude, and perseverance are even remotely related to the theme. His business knowledge and knowhow from sailing around the world give him a unique perspective and allow him to speak from experience. He's the real deal and his proficiency shows.

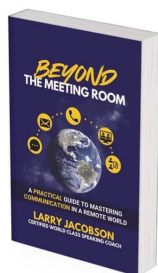
**Chuck Kuglen**

*Managing Partner / VP of Sales & Development, The Henderson Group*

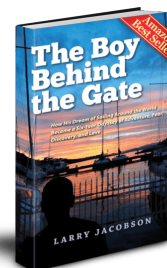
## LARRY'S LATEST BOOKS



**Your Ideal Retirement Workbook: A Step-by-Step**



**Beyond the Meeting Room: A Practical Guide to Mastering**



**The Boy Behind the Gate: How His Dream of Sailing Around**

## **Larry Jacobson's 2026 speaking fees**

Specific fees fall within the ranges shown. These are presented as a guide only and are subject to change without notice.

	<b>EUR</b>	<b>GBP</b>	<b>USD</b>
<b>Home Country</b>	Under €12000	Under £10,000	Under \$15000
<b>Asia Pacific</b>	€12000 to €40000	£10,001 - £35,000	\$15000 - \$50000
<b>Europe</b>	€12000 to €40000	£10,001 - £35,000	\$15000 - \$50000
<b>Middle East &amp; Africa</b>	€12000 to €40000	£10,001 - £35,000	\$15000 - \$50000
<b>South America</b>	€12000 to €40000	£10,001 - £35,000	\$15000 - \$50000
<b>United Kingdom</b>	€12000 to €40000	£10,001 - £35,000	\$15000 - \$50000
<b>US East Coast</b>	Under €12000	Under £10,000	Under \$15000
<b>US West Coast</b>	Under €12000	Under £10,000	Under \$15000
<b>Virtual</b>	Under €12000	Under £10,000	Under \$15000