

Robert Herjavec

Leading Shark on ABC's Shark Tank and Founder & CEO Herjavec Group

Please contact a GDA agent for information.

Topics

- Business
- Celebrity
- Entrepreneur
- Motivation
- Technology / Alternate Technology
- Thought Leader

About Robert Herjavec

Robert Herjavec is a dynamic entrepreneur and leading Shark on ABC's Shark Tank. Born in Eastern Europe, he arrived in North America on a boat with his parents after escaping communism in the former Yugoslavia. From delivering newspapers, and waiting tables, to launching a computer company from his basement, his drive to achieve has led him to the fulfillment of a better life for himself and his family. In 2003, Robert founded Herjavec Group, and it quickly became one of North America's fastest growing technology companies. Robert's motivational business advice has received millions of impressions through TV, print, radio and digital media. He shares his expertise with other entrepreneurs each week as a leading Shark on ABC's Emmy Award-winning hit show Shark Tank.

You Don't Have to Be a Shark is filled with personal anecdotes and life lessons you might have learned in business school (or at least you think you might have). By drawing from his own life experiences, Robert teaches readers how to use pure sales techniques to be more successful in every aspect of their lives. Robert's philosophy is simple: great salespeople are made, not born, and no one achieves success in life without knowing how to sell. *You Don't Have to Be a Shark* will teach you all that and more.

In Robert's second book, whether you are seeking to build the next big company in communications technology, to become the most respected teacher in your educational system, or to make a lasting impact as an artist in your field, the most important decision you can make, according to Robert, is to reject mediocrity. In the long run, "good enough" is never good enough, whether in our personal lives or in our careers. Drawing on anecdotes from his own life, Robert delivers valuable life lessons that promise to guide readers to greatness.

Robert participated in a discourse on Ferrari California T - The Art of Innovation, supporting the launch of the new California T when it launched. Robert spoke about how business leaders should strive to have the level of craftsmanship, artistry, creativity and execution that Ferrari has in the automotive space. You can't be caught standing still – keep moving, keep looking for the next opportunity, keep innovating.

Select Keynotes

- **Fast, Forward and Focused**

Fast, Forward and Focused Technology is constantly transforming, creating new possibilities and risks in the business world. Dynamic IT entrepreneur and Founder & CEO of global cybersecurity firm Herjavec Group, Robert Herjavec, will explore evolving technology trends, and the rising cyber security threats we face personally and professionally on a daily basis. He will reveal a few secrets from inside the Shark Tank and inspire anyone willing to keep up in a fast-moving world.

- **Put Robert in the Hot Seat!**

See what happens when an executive member of your team or MC tables turn on Shark Tank's Robert Herjavec, when he finds himself in the hot seat answering questions on business trends, entrepreneurship and revealing a few secrets from inside the Shark Tank. This fireside chat is a great way to customize Robert's appearance to your corporate goals and messaging, with an opportunity to engage audience participation.

- **The Will To Win**



Anyone can succeed, as long as they're willing to take chances, take control of their future and stay true to their vision. Shark Tank's Robert Herjavec, reveals the secrets and sales tips that took him from waiting tables to growing his nascent technology company into a world-class conglomerate. He shares life principles that are as valuable in the living room as they are in the boardroom, that will resonate and motivate your team and audience.

Select Book Titles

- **2016:** You Don't Have To Be A Shark: Creating Your Own Success
- **2014:** The Will To Win
- **2013:** How to Win at the Sport of Business: If I Can Do It, You Can Do It
- **2011:** Driven: How To Succeed In Business And In Life

Select Articles

- [Shark Tank's Robert Herjavec: 5 Tips for Getting a Raise](#)

It's a conversation that makes us edgy. It's awkward because you feel you have to negotiate your worth. The truth is: That's exactly what you are doing. You have to own it!

Select Testimonials

"The FAST team was thrilled with Robert's presentation at our annual kick off. He spoke about adapting to change in our industry where the only thing constant is change. A truly motivating and passionate speaker."

– *Fast Technology*

"Robert Herjavec was fantastic. We've heard so many positive comments from clients and internal staff already. I would recommend him without hesitation. Robert was focused, attentive and very engaged with our audience and our executives. Dare I say this was our best one yet!"

– *Fifth Third Bank*

"In my 30 years with the association I have never received the response I am getting today concerning Robert's speech last evening. It is by far the most well received presentation in our history. Mr. Herjavec connected with the audience in a way that was "magical". His personal story is powerful and inspiring and his delivery authentic and heart felt. Bravo!"

– *Manufacturers & Business Association*