COACHING SUCCESS | VANCOUVER

Joel Zimelstern

Speaker and podcast guest profile



Business ownership, leadership decisions and making change workable. Practical conversations for business owners, leadership teams and the people responsible for turning decisions into action.

About Joel

Joel Zimelstern is a Vancouver-based business and executive coach with Coaching Success. He works with founders and owner-led businesses and leads ProfitCLUB business-education sessions. His background includes leading UK insurance-claims businesses, representing policyholders through disruption and managing teams across multiple offices. He is also a trainer of neuro-linguistic programming (NLP), applying it in business and individual development, and the author of Win the Claim Game.

His approach explores success at the intersection of who you are being, what you do and the results you want to have. Bringing identity, action and outcomes into the same conversation helps people examine where they align and where change is needed. Every session is designed to leave participants with something useful to apply.

Relevant background

Coaching and facilitation: Managing Director and Executive Coach, The Right Business Coach Ltd, since 2020. One-to-one and group work with founders and business owners.

Business leadership: Earlier leadership roles at The Right Claim, The Insurance Claims Service and Cranbrook Assessors, bringing experience of client advocacy, negotiation, operational delivery and change under pressure.

Professional development: ActionCOACH business and executive coach certifications, and Assessments 24/7 DiSC practitioner certification, awarded in 2020.

Speaking topics and audience takeaways

Finding the business problem worth solving

For owners and leaders facing competing priorities. Separate the desired result from the obstacle preventing it, test assumptions against evidence and choose an important challenge within reach. Take away a clearer problem statement and a first action to test.

Lead your business not just run it

For owners whose daily demands displace leadership decisions. Examine the work you accept, the customers you serve and the priorities you postpone. Take away a practical way to assess an opportunity against return, capacity and direction.

Making change workable

For leaders choosing a direction, or teams implementing an agreed one. Explore why change matters, where people have choices and what could prevent progress. Take away questions that surface concerns and distinguish skills, mindset and external constraints.

Formats to discuss

A focused 20-30 minute talk; a 45-60 minute talk and discussion; or a 90-minute practical workshop. Short talks introduce a useful idea and takeaway. Workshops allow more time for application. Purpose, scope and availability are agreed before booking.

Joel Zimelstern for podcast hosts

Interview ideas and guest information

For shows serving business owners, founders and leaders who want to make better decisions and follow through. These angles can stand alone as an episode or be adapted to your listeners and format.

Four useful interview angles

Busy but not moving forward: Why activity can hide the real obstacle, how to test a diagnosis and what makes a next step worth taking. Listener takeaway: three questions to separate the goal, the problem and the first experiment.

When accountability is not enough: What a missed commitment can reveal about skill, confidence, capacity or the plan itself. Listener takeaway: a way to investigate stalled action without jumping straight to blame.

Change and the choices people still have: The difference between deciding a direction and helping a team implement it. Listener takeaway: questions that connect the reason for change with practical concerns and available choices.

Rebuilding after disruption: Lessons from a career in insurance claims and the move from an established UK business to coaching in Vancouver. Listener takeaway: separating what has happened from what remains within your influence.

Questions to open the conversation

- How can an owner tell whether they are solving a problem or reacting to a symptom?
- How do who we are being, what we do and what we want to have come together?
- How do you distinguish a skill gap, a mindset issue and an external constraint?
- What should leaders clarify before asking a team to support change?
- What did representing people through insurance claims teach you about trust and difficult decisions?
- What is one useful action a listener could take this week?

A short introduction for the host

Joel Zimelstern is a Vancouver-based business and executive coach with Coaching Success and leads ProfitCLUB business-education sessions. His background includes leading UK insurance-claims businesses and helping policyholders through disruption. An NLP trainer working with businesses and individuals, he helps people connect who they are being, what they do and the results they want to have, then turn useful thinking into practical action.

Plan the conversation

Share your audience or listener profile, the challenge you want to explore, your intended outcome, preferred format and proposed dates. Recording, publication and reuse arrangements can be agreed as part of the brief.

Book a 30-minute Zoom planning conversation

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