

# Steve Distanto



*"Steve Distanto is a leader of leaders, a badass in business, and more giving and generous than almost anyone I know."*

Ethan King • Co-founder/CEO, Zeus' Closet



## Important Links

[stevedistanto.com](https://stevedistanto.com)  
[pitchology.ai](https://pitchology.ai)  
[linkedin.com/in/stevedistanto](https://linkedin.com/in/stevedistanto)



## Areas of Impact

Raising Capital  
Entrepreneurial Experience  
Growth Strategies  
Business Clarity Insights



## Book Steve

Book Steve for keynote speaking or leading one of his transformative clarity workshops at your organization.



631.683.8447



[Steve@pitchology.ai](mailto:Steve@pitchology.ai)



[www.stevedistanto.com](https://www.stevedistanto.com)

# Meet Steve



## Entrepreneur • Business Strategist • Film Maker • Farmer

Stephen Distant is the Chairman and Founder of Vanderbilt Financial Group, a disruptor in finance focused on socially and environmentally responsible, ethical, and impactful investments. A **leader of leaders**, Steve shares his unique message of **entrepreneurship** with purpose as an **author**, an engaging keynote **speaker**, a **filmmaker**, an ambassador to the United Nations Sustainable Development Goals, and through the online educational platform he pioneered, Impact U.

Under his leadership, Vanderbilt's culture has garnered awards such as the **Future50 Award**, **Corporate Culture Award** from SmartCEO and was recently heralded as a Best Place to Work on Long Island for five consecutive years, as well as being recognized as one of the finest run companies by the M.A.P. organization. Headquartered in a LEED-certified Platinum building, Vanderbilt is known as "an always evolving wealth management firm" for their continued commitment to innovation and impact investing. Steve has been a **pioneer in the impact investing** space – embracing it early on as an opportunity to affect real change in the world by providing capital to impactful companies without concessionary returns to clients.

He and his wife own a 360-acre farm in Georgia, **Cally Farms**, where they grow Paulownia trees and host entrepreneurial retreats [www.CallyFarms.Eco](http://www.CallyFarms.Eco). Steve's book, **Pitchology: The Art & Science of Raising Capital for Entrepreneur** <https://pitchology.ai> was written to help entrepreneurs not get taken advantage of and to better understand a variety of financial opportunities within our businesses.

Steve also helps to prop up the entrepreneurial community. As a former President of the **Entrepreneurs Organization** (EO) of New York City, Steve founded the new EO Long Island chapter in 2018. EO is the world's most influential group of founding entrepreneurs, with over 16,500 diverse leaders in 60+ countries. Named as the **United Nations Global Ambassador** of EO, Steve represents entrepreneurs working across the globe on the UN **Sustainable Development Goals** (SDGs), a collection of 17 global goals set to transform the world by the year 2030.

Steve's KOLBE A™ INDEX is 6753.

His Strengths are Futuristic, Activator, Arranger, Connectedness and Input.





## What others say...



*"In Pitchology, Steve Distant provides entrepreneurs—both new and very seasoned—with a systematic approach to raising capital to fund their new business or idea. He stresses the importance of getting the right kind of investor to keep the business on the right path, and provides 'sticky' stories that bring his points home."*

**- Dan Sullivan, Co-Founder & President of Strategic Coach®**



*"Bringing your entrepreneurial dreams to life is a worthy endeavor, but it is not always an easy one. Moreover, no one can do it alone. Having a personal guide or mentor like Steve Distant to hold your hand through the process makes a huge difference. His guidance on what steps to take, and what not to do are equally important to the success of your vision and mission. There are many obstacles on your entrepreneurial journey and funding your business can certainly be one of the most challenging. Thanks to Steve, Pitchology now offers the best funding approaches on the market. Anyone with an entrepreneurial dream should read this book."*

**- Wendy S. Burton, Founder and Chair of World Tree Technologies Inc.**



*"Raising capital can be a complicated and intimidating process for many industries, especially the art and entertainment world. As a filmmaker who has worked on projects ranging from low-budget documentaries to financially bloated commercial campaigns, I've had to navigate many financing conversations without a map or guidance. It wasn't until I met Steve (and produced a film with him) that I began to embrace capital as the fuel and fire to ignite ideas!"*

*Steve has a comfortable and grounded relationship to money, paired with a gifted understanding of how creatives and leaders "tick." As a result, the concepts in this book cover a full spectrum of solutions, equally relevant to creative professionals as well as ambitious investors and founders."*

**- Akira Chan, Filmmaker, "Igniting Impact"**