

ANDREW SOBEL



Andrew Sobel is the leading authority on the strategies and skills required to earn lifelong client loyalty and build trusted business partnerships. Andrew is the most widely published author in the world on this topic, having written eight acclaimed, bestselling books on professional relationships including *Power Relationships*, *Power Questions*, *All for One*, and *Clients for Life*. His last book, *Power Questions*, has been translated into ten languages and spent 52 weeks on the Bookscan National Business Bestseller list. He has also published over 150 articles and contributed chapters to four books on leadership, strategy, and marketing.

Andrew has worked for 31 years as both a strategy advisor to senior management and an executive educator and coach. Many of the world's leading organizations number among Andrew's clients. These include established public companies such as Citigroup, Bank of America Merrill Lynch, WPP, Xerox, Experian, Hess, Cognizant, UBS, and Lloyds Banking Group; and also many privately held professional service firms, including Towers Watson, ZS Associates, Deloitte, Ernst & Young, Bain & Company, Spencer Stuart, Booz Allen Hamilton, Strategy&, Sidley Austin, and many others.

His articles and work have been featured in a variety of publications including *USA Today*, *The New York Times*, *Business Week*, the *Harvard Business Review*, *Forbes*, and *strategy+business*, and he has appeared on numerous national television programs.

A former Senior Vice President and Country Chief Executive Officer with Gemini Consulting (formerly the MAC Group), Andrew lived and worked in Europe for 13 years and speaks four languages. He graduated from Middlebury College with honors and earned his MBA from Dartmouth's Tuck School. He is president of Andrew Sobel Advisors. He can be reached at www.andrewsobel.com.