

ANDREW SOBEL



Andrew Sobel is the leading authority on the strategies and skills required to create consistent revenue growth through lifelong client loyalty and trusted business partnerships. He is the most widely published author in the world on this topic, having written eight acclaimed books on building clients for life, including the international bestsellers *Power Questions* and *Clients for Life*. His books have sold over 250,000 copies and been translated into 19 languages. They are considered the definitive guides to developing enduring professional relationships. He has also published over 200 articles and contributed chapters to four books on leadership, strategy, and marketing.

Andrew has conducted engagements in 40 countries for over 250 clients. More than 40,000 professionals have gone through his training, coaching, and digital mobile learning programs, which are now also available through licensed, local firms in seven major markets around the world.

Andrew has worked for over 30 years as a strategy advisor and coach to the senior management of many of the world's leading companies. His clients have included 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, Bain & Company, PwC, Sidley Austin, Deloitte, Spencer Stuart, Egon Zehnder, Ernst & Young, Booz Allen Hamilton, Norton Rose Fulbright, The Blanchard Companies, 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.

Andrew spent the first 15 years of his career with Gemini Consulting (formerly the MAC Group), where he became a Senior Vice President and Country Chief Executive Officer. He 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. Andrew has been married for 33 years and has three children. He can be reached at www.andrewsobel.com.