

Andrea P. Howe  
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## SHORT BIOGRAPHY

Andrea P. Howe is the co-author, with Charles H. Green, of [\*The Trusted Advisor Fieldbook: A Comprehensive Toolkit for Leading with Trust\*](#). She is a lead consultant for [Trusted Advisor Associates](#) and the founder of [The Get Real Project](#).

A recovering information technology consultant, Andrea has spent more than 20 years managing projects, working with clients, and facilitating groups of all kinds and sizes. Her focus for the last decade has been teaching people in consultative roles how to get better results by getting relationships right. As a seminar leader and speaker, Andrea addresses topics like customer intimacy, client loyalty, the dynamics of influence, dealing with conflict, and developing business with trust.

Described by audiences as pragmatic and engaging, Andrea provides a toolkit to increase trustworthiness in any stakeholder relationship that is both practical and provocative.

## LONG BIOGRAPHY

Andrea P. Howe is the co-author, with Charles H. Green, of [\*The Trusted Advisor Fieldbook: A Comprehensive Toolkit for Leading with Trust\*](#). She is a lead consultant for [Trusted Advisor Associates](#) and the founder of [The Get Real Project](#), which has one simple mission: to kick conventional business wisdom to the curb and transform how people work together as a result.

A recovering information technology consultant with more than 20 years of experience, Andrea previously worked for the \$1B firm American Management Systems (AMS), where her roles included project manager, client relationship manager, and Director of Leadership Development.

Andrea's focus for the last decade has been teaching people in consultative roles how to get better results by getting relationships right. She has designed and led learning programs for companies like Accenture, BNY Mellon, Deloitte, Great-West Life and PriceWaterhouseCoopers, among many others. She has spoken to executives, leaders, and teams throughout the U.S. and Canada, as well as in Mexico, Brazil, Europe, Russia, and the Asia Pacific region—live and via webinar/webcast.

Andrea addresses topics such as how to:

- Apply [three models](#) that are the foundation of all trust-based relationships
- Improve business relationships using all four variables of the [trust equation](#)

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- Promote customer intimacy and client loyalty
- Develop business with trust
- Apply the dynamics of influence to achieve results
- Deal with conflict in a trust-building way.

Described by audiences as pragmatic and engaging, Andrea provides a toolkit to increase trustworthiness in any stakeholder relationship that is both practical and provocative.

When Andrea's not working, you can find her in her art studio taking far too long to finish her latest mosaic masterpiece, or on stage performing with a Latin dance team in her home town of Washington, DC.