

Andrea B. Edwards

Director of Client Results, Western Region



Andrea Edwards works as the Director of Client Results out of FranklinCovey's Western Region offices located in Southern California. Her primary focus is helping clients achieve their wildly important goals through FranklinCovey's "Organizational Greatness" model. In addition, Ms. Edwards lends her expertise through coaching and consulting in The 7 Habits of Highly Effective People content and her certification in Leadership: "Great Leaders, Great Teams, Great Results".

Her work experience includes National Sales Manager for Data Management Facility, Regional Director for Symbol Technologies and Western Region Sales Manager for VARs, Fujitsu Systems of America. Since 1996, Ms. Edwards has been helping her clients achieve their business results and maintain a sense of humanity. Her audiences enjoy her "real world" wisdom, patience and insight, as well as her high energy level. Additionally, her bilingual (Spanish and English) abilities have given her unprecedented success in multi-national companies, who require an understanding

of language and cultures.

Clients she has worked with include Symantec, IBM, Fox, Solomon Great Plains Software, Panda Express, 8e6 Technologies, Altet, Torani, Southern California Edison, and Marnell Carrao Associates. She has facilitated classes in Canada, Central and South America and participated in programs in Australia as well. She enjoys learning from her audiences while sharing her accumulated wisdom.

She is twice past president of The National Association of Professional Saleswomen and a member of The National Association of Women Business Owners. In addition, Edwards sits on numerous advisory boards in the Los Angeles area. She is also an ACT! Certified Consultant and most recently, Ms. Edwards received her Cold Calling Coach certification.

She lives in Altadena, CA and travels extensively with her husband, Rod. Her interests include riding one of the two motorcycles they own and spending time cooking. She strives for a well defined balance: work hard, play hard!

3245 Arrowhead Court Altadena, CA 91001

626-797-4519

Andrea.Edwards@FranklinCovey.com