



andylopata



Professional Relationship Strategy | Keynote Speeches | Mentoring | Masterclasses - Virtual and In Person

Introducing Andy Lopata

An expert on building, nurturing and leveraging professional relationships, Andy Lopata was called 'one of Europe's leading business networking strategists' by the Financial Times and 'a true master of networking' by Forbes.com. He is a podcast host, the author of six books on networking and professional relationships, has been quoted in a number of other business books and is a regular online contributor to Psychology Today as well as writing for Harvard Business Review.

Andy is a two-time board member and former President of the Fellows Community of the Professional Speaking Association UK and Ireland (PSA), a Fellow of the Learning and Performance Institute and a Master of the Institute for Sales Management. He was inducted into the PSA's 'PSAE Hall of Fame' in 2017.

Andy's clients and audiences over the years have included the BBC, Amazon, Paypal, Wembley Stadium, GlaxoSmithKline, Sodexo, HSBC, Brother International Europe, Wella, Said Business School, the Prime Minister's Office in Dubai and many more.



Areas of Expertise

- Professional relationships
- Referrals and influence
- Social media
- Staying connected and engaged while socially distanced
- Vulnerability, mentoring and masterminding



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Giving Back

We believe in giving back to the community and the environment and that every company can do something to support worthwhile causes, whatever their size. Over the years, as well as speaking at events to support charities, we have supported the following causes:

Ambassador for the Fiorentini Foundation 2018-Present

Andy is an Ambassador for the charitable arm of the renowned Anna Fiorentini Film and Theatre schools across London, enabling children from underprivileged areas to attend classes they would otherwise be unable to afford. Participation in these classes has helped to increase confidence for many children and given them a positive activity to engage with in areas suffering from gang crime and poor career prospects for many.

Organiser of Ambition Conferences 2015-2022

Cofounder and part of a team of local businesses, business organisations, local media and the local Council to put on a regular oneday conference in aid of local charities in South East Hertfordshire. Over six conferences between 2015 and 2022 we brought worldclass speakers to this local community and raised £30,000 for those charities.

Ecologi 2022-present

We contribute monthly to the environmental organisation Ecologi. Ecologi facilitate the funding of carbon offset projects and tree planting around the world. Their mission is to reduce 50% of global CO2 emissions by 2040 and responsibly plant millions of trees every year.

Special Olympics GB 2015-2019

Worked with SOGB to run training days for athletes with learning difficulties interested in joining their Athlete Leadership Programme, bringing together professional speakers who volunteer their time to support the athletes.

MyBlackDog 2021

The chosen charity for 'Just Ask', one that offers peertopeer support for people struggling with their mental health.

We promoted the charity in the pages of Just Ask as well as in talks on the topic. Proceeds from a number of talks were donated to the charity throughout 2021.

Mentoring

A member of The Mentor Project, a USbased global volunteer mentor programme for children at all stages of education. Currently mentoring a London sixth former who is working to create a newsletter to open discussions about topics such as racism and bullying with fellow students across North London and beyond.





“ Building, maintaining, and interacting with your professional network should be a key component of any leadership development plan...

Harvard Business School HBS Insights

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In the Press



Publications

