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Charles H. Green, CEO of Trusted Advisor Associates, wrote Trust-Based Selling and co-authored The Trusted Advisor. Andrea P. Howe, director of learning for Trusted Advisor Associates, heads the BossaNova Consulting Group.

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Charles H. Green is founder and CEO of Trusted Advisor Associates. The author of Trust-Based Selling and coauthor of The Trusted Advisor, he is a noted speaker on trust in sales, within organizations, and in external business relationships.

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Andrea P. Howe is part of the leadership team of Trusted Advisor Associates. She is also the founder and President of BossaNova Consulting Group. A veteran consultant and seminar leader, Andrea specializes in serving global professional services firms.

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