Dr .Andy Neillie – Short Bio

With 20 years of experience in speaking, training, and leadership, Dr. Andy Neillie is a keynote speaker, corporate trainer, coach, and consultant, engaging audiences across leading franchise systems, small businesses, and Fortune 500 companies. Dr. Andy combines deep expertise in management and sales to inspire franchise leaders to take action, with a particular focus on fostering trust and developing high-performing teams.

His acclaimed book, "The Golden Principles," draws on the lessons of leadership and loyalty from a Golden Retriever—offering simple yet profound insights that resonate with franchise leaders and teams. As the owner of a franchise and a leader of diverse teams, Dr. Andy brings firsthand experience in managing the unique dynamics of franchise operations.

Committed to continuous growth, he reads over 50 books annually, applying fresh insights to help franchises strengthen leadership development, boost franchisee retention, and enhance operational performance through keynote speeches, workshops, and coaching.

Dr. Andy Neillie - Long Bio

For the past two decades, Dr. Andy Neillie’s career has centered on speaking, training, and leading teams in franchise organizations. As a keynote speaker, corporate trainer, coach, and consultant, he travels weekly to conduct workshops on leadership and sales-related topics tailored to the unique challenges and opportunities of franchises. His work spans partnerships with leading franchise systems, small and mid-sized businesses, trade groups, and associations. Leveraging a strong background in management and sales, Dr. Andy excels at inspiring franchise leaders to implement strategies that drive growth and align with organizational goals.

Dr. Andy is passionate about the personal aspects of leadership, particularly in fostering trust within franchise networks. He taught leadership principles at Concordia University's MBA program and is the author of "The Golden Principles: Life and Leadership Lessons from a Rescued Dog," recognized by Amazon.com as a "Top 100 Best Books of the Year" in 2015. The book offers timeless lessons on leadership and teamwork, drawn from the perspective of a Golden Retriever—a metaphor that resonates with the collaborative spirit required in franchise systems.

Clients engage Dr. Andy to elevate their franchise leadership because he understands the complexities of franchise operations. As a franchise owner himself, he manages key leaders, oversees multiple locations, and assumes ultimate responsibility for significant annual revenues. With more than 15 years of experience as a keynote speaker and workshop facilitator, Dr. Andy has refined his craft, focusing on leadership development and sales optimization for franchise teams.

An avid reader of over 50 books annually, Dr. Andy integrates the latest insights to benefit franchise leaders and their teams. His goal is to deliver keynote speeches, facilitate workshops, and provide executive coaching to help franchises develop exceptional leaders, improve franchisee retention, and achieve operational excellence.