



Senior Consultant & Coach

Michael Lespinasse

Atlanta, Georgia

As a Senior Business and Leadership Consultant with FranklinCovey, Michael Lespinasse's specializations include leadership, culture, change management, DEI, and sales. He has worked with executives, leaders, and individual contributors with companies such as Johnson & Johnson, Merck, Uber, Intuit, Accenture, Under Armour, Carnival Cruise Lines, and more.

Prior in his career, Michael was an award-winning pharmaceutical sales trainer and representative who worked for GlaxoSmithKline, Abbott Laboratories, and more. He trained and coached sales teams and new hires, helping them achieve market share and revenue growth through his expertise in sales conversations, strategy, and territory management. His coaching and facilitation style focuses on authenticity, effective questioning, active listening, empathy, and emotional intelligence.

Michael recently moved from Los Angeles, California, to Atlanta, Georgia. He spent time as a professional actor, appearing on TV shows such as Grey's Anatomy, Criminal Minds, NCIS, and more.

In his free time, he teaches ballroom dance to children and adults. If not in a dance studio, you will likely find him on his yoga mat.

Education & Certifications

- B.A. English Education – Florida State University
- M.A. Instructional Design/Educational Technology -Western Governors University
- M.A. Spiritual Psychology - University of Santa Monica
- Diversity and Inclusion Certification – Cornell University

What learners say about Michael...

"Michael had great pacing and progress through the material. His responses to questions and statements were excellent and his insights were wonderful and thought-provoking."

"Michael was really dynamic and fun. Even though it was a long course (almost the full day) he made it feel fresh and interesting."

"Michael was great at getting us to think by asking great questions!"

Highlights

Two-time #1 ranked sales rep in the nation

Award-winning sales trainer

Founded a coaching and corporate training company

Obtained two Masters degrees

Spent time as a professional actor appearing on TV shows such as Grey's Anatomy, NCIS, and more
