



Senior Consultant & Coach

Michael Lespinasse

Atlanta, Georgia

Michael Lespinasse is a Senior Business and Leadership Consultant with FranklinCovey, partnering with organizations to elevate leadership, strengthen culture, and improve team performance. He has worked with executives and high-impact teams across global and Fortune 500 companies, including Johnson & Johnson, Merck, Uber, Intuit, Accenture, Under Armour, Carnival Cruise Lines, Mercedes Benz, Nestle Purina, Coca Cola, Invesco, and the US Army.

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

Before consulting, Michael spent over a decade in the pharmaceutical industry as an award-winning sales trainer and representative with GlaxoSmithKline and Abbott Laboratories. He trained and coached sales organizations and new talent, driving market share and revenue growth through expertise in sales conversations, strategic planning, and territory management.

Michael's facilitation style emphasizes authenticity, sharp questioning, active listening, empathy, and storytelling, creating sessions that are both practical and transformative.

Now based in Atlanta after years in Los Angeles, he also draws on a creative background as a former professional actor, with appearances on Grey's Anatomy, Criminal Minds, NCIS, and more. Outside of work, he teaches ballroom dance and practices yoga.

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."