

# Andrew Hollo

Workwell Consulting



**I help transform your perspective so you and your partners can find the essential edge with which to improve your clients' lives.**

*"Andrew has an unerring ability to take multiple points of view and distil the essence of each, and synthesise them into a workable paradigm for our organisation. He thinks and communicates simply and clearly and the end-products of the various processes we went through are also models of elegance and clarity. The ability to see to the core is part of what makes Andrew so effective."*

Janet Michelmore AO, CEO, Jean Hailes Foundation for Women's Health

Andrew Hollo has worked with every form of organisation which tackles large scale health and social issues in Australia: all levels of government, funded agencies, not-for-profits and social businesses. He works with both the largest - multi billion-dollar institutions and service providers with thousands of employees - and the most specialised - small innovation hubs which do ground-breaking work with half a dozen staff.



His solo consulting practice, Workwell Consulting, helps these organisations maximise the impact that their work creates for their clients. Since 1999 Andrew has worked with over 150 clients on and successfully completed over 500 projects in areas as diverse as:

- managing the **human and financial costs** of chronic diseases;
- reducing the **social harm** caused by problem gambling;
- causing **under-recognised health issues** to 'get the table' of decision-makers and funders;
- ensuring that health information is **accurately 'translated'** in ways that members of the public can use to improve their wellbeing;
- working out what sort of **services local communities demand** from their government authorities and service providers;
- making sure that people who have disabilities get **access** to the sort of lifestyle others take for granted;
- ending segregation of children with disabilities and giving them the **best possible chances** for learning.

He has assisted his clients in a myriad of ways which includes:

- a member-based health organisation increased its services, staffing and turnover by over 400% using an approach which identified four essential strategies;
- eight different types of organisations agreed on protocols for working together to reduce the impact of youth mental illness in a rural community of 200,000;
- a City Government representing 120,000 citizens was able to clearly explain its priorities to its constituency resulting in fewer appeals, and shorter approval times for large-scale capital projects like sporting fields and community centres.
- a health organisation increased its government funding by 40% immediately after clarifying their essential edge and being able to communicate this to their funder;
- a deadlocked and factionalised City Government was able to agree on and authorise \$160m of spending within a week;

Andrew trained in psychology at the University of Melbourne and traded a brief stint in one of the world's largest management consultancies for an enormously satisfying challenge: finding work for disabled jobseekers - right in the middle of a recession when unemployment was 12%. As a result of this success, Andrew became sought after as a speaker, trainer and 'how to' expert and built his first consulting practice from these experiences. In 1999, he founded Workwell Consulting, aiming to help leaders of socially-aware organisations bring about systems-level change.

Andrew has been a radio broadcaster, a teacher of English in Japan and has travelled extensively in five continents. He believes in trying almost anything, so is reasonably good at cooking, has developed a yoga practice, enjoys driving in Asian cities but has failed dismally at ballroom dancing, soccer goalkeeping and table tennis. Andrew lives between Melbourne, Australia and Bali, Indonesia with his wife Kate and son, Jasper.