

# Andrew Colsky

Attorney · ADA Mediator · Licensed Mental Health Clinician



Three lengths, written in the third person and **ready to copy** into show notes, on-air introductions, and event programs.

## INTRODUCTION · about 25 words

***Andrew Colsky is an attorney, ADA mediator, and licensed mental health clinician, and the author of Left of Trust, a book on why clients choose who they choose.***

## SHORT BIO · about 75 words

Andrew Colsky spent three decades across three professions, as a trial attorney, an ADA mediator, and a licensed mental health clinician, watching the same thing happen: qualified people get overlooked while others get picked. He founded Be-Picked and wrote *Left of Trust* to explain why. Drawing on trust science and attachment research, Andrew shows professionals why comfort, not competence, decides who gets hired, and how to become the name people find when they need help most.

## FULL BIO · about 200 words

Andrew Colsky has spent more than thirty years inside three professions, as a trial attorney, an ADA mediator, and a licensed mental health clinician. Across all three, he kept seeing the same pattern: the most qualified person was rarely the one who got chosen. The professional who felt safest, most familiar, and most trusted won the client, often before the first real conversation.

That pattern became his life's work. Andrew founded Be-Picked and wrote *Left of Trust*, a book about the moment before trust forms, the territory he calls left of trust, where frightened people quietly decide who they will turn to. Drawing on attachment theory and Harlow's research on contact comfort, he argues that comfort, not competence, is the real currency of every professional relationship.

Today Andrew helps attorneys, clinicians, financial advisors, and other experts close the invisible gap between being good at their work and being found by the people who need them. His talks give audiences a clear, science-backed way to understand why clients hire who they hire, and practical steps to become the obvious choice. *Left of Trust* launches in September 2026.