

Joel Garfinkle '92

PRESIDENT, GARFINKLE EXECUTIVE COACHING, INC.

Tell us the highlights of your professional career. What are your proudest achievements?

- When my book *Getting Ahead: Three Steps to Take Your Career to the Next Level* was published in 2011. When I was in college, I always wanted to publish a leadership book. This came from one of my classes on Leadership and Development that I took within the Psychology program. When John Wiley & Sons approached me about doing a book, I was elated and my dream came true.
- Working with a coaching client – a senior vice-president of a medium-sized company, created and executed a six-month plan that fast tracked him to the CEO position.
- In 2002, I spoke to the Pennsylvania Chamber of Commerce in front of 1000 people and realized how much speaking and training proved to be a valuable medium to share my message and make a difference in the world.



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What's your favorite college memory?

- As I got further into my Psychology degree in college, I realized I might want to get a Master's degree and become a counselor. It also hit me that my purpose would be limited in this capacity. I would have all types of individuals in my counseling practice, and, by definition, not all of them would be healthy. For my last semester of college, I was studying abroad in England. One night about 2:30 a.m., I had an epiphany. I was walking through the streets of London and something said to me to not go further with Psychology. At the time I was still planning on getting a Master's degree. That little voice caused me to have a lot of challenges for the next eight years that I wish on no one. In another way though, that insight was the first seed that put me through an eight year rigor resulting in the birth of my company.
- The lesson from the little voice is that it's important to listen to what your purpose is. In the process of searching to create myself I was able to create something that is helping many people today. While I didn't realize I had clarified my purpose until I look back, oddly enough, I stayed true to the concept of working to help healthy people improve their lives as much as I could.
- A purpose can be as simple as what do you enjoy, what do you like, what are the things that turn you on? If it's just

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