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# FULFILLMENT W@RK

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Books Authored  
by Joel Garfinkle



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## GETTING AHEAD - *Apply PVI Model for Career Advancement*

### 3 Ways Empathy Can Improve Your Life, Backed By Research

Does it ever feel like people are all self-absorbed jerks? Like they're not listening? Only in it for themselves?

You're not crazy. Empathy is declining.

It's easy to believe that people are just selfish. That it's human nature. There's no denying we do think a lot about our own needs, and classical economics might lead you to believe that's all there is.

But new research says there's more to us than that.

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## LESSONS FROM LEADERS - *In-depth Profiles*

### Four Successful Business Tycoons' First Jobs

Tycoons aren't born, they're made through determination and a relentless pursuit of growth, improvement and innovation. Our review of several modern day business and finance tycoons reveals that successful business innovators have more than brilliant minds and a strong desire for autonomy.

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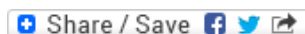
## CAREER CENTRAL - *Tips for Career Changers*

### Why you are most likely to get hired on a Tuesday?

Right now there are nearly 5 million jobs in the U.S. that need to be filled, according to the Bureau of Labor Statistics, yet only about 2% of candidates will ever get to the interview stage. Standing out in a sea of applicants could be made simpler with data science to light the way.

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### Motivated Minute

Quotes to Inspire

"What I've really learned over time is that optimism is a very, very important part of leadership." ~ Bob Iger

"Work hard, be kind, and amazing things will happen." ~ Conan O'Brien

"The secret of success is sincerity." ~ Jean Giraudoux

### Coaching Corner

Joel's Words of Wisdom



### Stand Out! Seven Ways to Increase Your Visibility at Work

After many years of being denied promotions and a continued lack of recognition, Steven, a senior director at Cisco Systems decided he needed to make a change. His quiet nature and somewhat passive approach were interfering with his need to be visible.

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### Executive Coaching

Garfinkle Executive Coaching provides individualized, customized coaching to help you move to higher levels of leadership by creating impact, exercising influence, boosting visibility and achieving significant victories on key projects.

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### Career Coaching

You spend one-third of your life at work, so you deserve to feel fulfilled by it. Joel's unique 7-Step Dream Job Process focuses first and foremost on helping you find the perfect job that aligns with your passions and natural talents.

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### Employee Outplacement Program

This proven 9-step program provides unique, personalized services to displaced workers. Whether you are a manager on your first job or a seasoned, high-level executive, you will receive intensive one-on-one attention and support to help you move quickly and successfully through the job search process.

[Hire for Outplacement Services »](#)

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