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Books Authored
by Joel Garfinkle



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GETTING AHEAD - *Apply PVI Model for Career Advancement*

The One Trait Successful Leaders Share

More and more studies show that confidence is a critical trait in leaders, a quality that draws people in and adds weight to everything you say. It's not only important to be right, you must also be confident. Yet sometimes it seems like confidence is either something you have, or something you don't.

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LESSONS FROM LEADERS - *In-depth Profiles*

An Interview with David Long - CEO of Liberty Mutual Insurance Group

Given what I know now about the capabilities and how we're structured, maybe I was worried more about my own capacity and capabilities, which are less important if you have the right people.

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CAREER CENTRAL - *Tips for Career Changers*

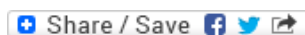
Will Your Interview Answers Get You Hired?

Human nature ensures interviewers return to these questions time and again to find out if you're someone they want to have down the hall. Your ability to wow the interviewer and land the job hinges on how well you answer these questions.

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- » [Job Hunters: Resume, Network, Interview Negotiate](#)



Motivated Minute

Quotes to Inspire

"Your work is going to fill a large part of your life, and the only way to be truly satisfied is to do what you believe is great work. And the only way to do great work is to love what you do." ~ Steve Jobs

"The starting point of all achievement is desire." ~Napoleon Hill

"What we achieve inwardly will change outer reality." ~ Plutarch

Coaching Corner

Joel's Words of Wisdom



3 Keys to Mentally Preparing Yourself for Salary Negotiations

Having confidence in yourself is critical to a successful salary negotiation. Although the outcome of your salary negotiation may significantly impact your livelihood, it's important to not take the process too seriously.

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