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# FULFILLMENT W@RK

Take Your Career to the Next Level

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Books Authored  
by Joel Garfinkle



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

### Is Your Workplace Tough — or Is It Toxic?

The distinction between extremely difficult and downright toxic work environments can be fuzzy, but in general, the toxic workplace is one in which the dynamics resemble an abusive personal relationship.

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

### Why The Homeless Man Who Graduated From Harvard Is Still On The Streets

We tend to see people for who they are at the moment,” said Gunther Stern, executive director of Georgetown Ministry Center, which serves homeless people. “We look at the homeless man sitting on a crate and we think, ‘Smelly beggar.’ We ask ourselves how they can live like that. . . . But many also were full of hopes, dreams and possibilities beyond comprehension before mental illness struck them down.

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## CAREER CENTRAL - *Tips for Career Changers*

### How to Get a Job by Targeting the Companies You Want to Work For

When you're trying to find a job, people will often tell you to cast a wide net. The more places you apply to, the more likely you are to get a positive response, right? In some industries, this can be true. However, the more companies you apply to, the less effort you can put into each one.

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## Motivated Minute

Quotes to Inspire

"Success is not final, failure is not fatal: it is the courage to continue that counts."  
~ Winston S. Churchill

"Work without love is slavery."  
~ Mother Teresa

"A great person attracts great people and knows how to hold them together."  
~ Johann Wolfgang Von Goethe

## Coaching Corner

Joel's Words of Wisdom



Challenge your Employees through Coaching and Mentoring Programs

Many companies have formal mentoring programs that are of great benefit to their employees. In the absence of such a program, a single individual such as Dana can develop their own, providing significant benefits to the employees involved, the manager, and the company.

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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.

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