

Having trouble viewing this email? [Click here](#)

Share with a Friend: [Share / Save](#) [f](#) [t](#) [+](#)

# FULFILLMENT WORK

Take Your Career to the Next Level

[Subscribe to Newsletter](#) | [Subscribe to Blog](#)

January 13, 2016  
Vol. 20, Issue 2

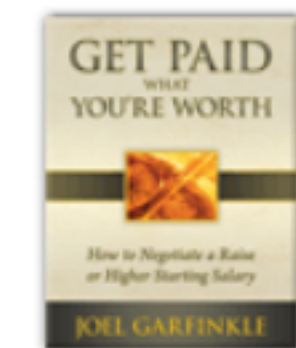
Books Authored  
by Joel Garfinkle



[PURCHASE](#)



[PRE ORDER](#)



[PURCHASE](#)



[PURCHASE](#)



[PURCHASE](#)



[PURCHASE](#)



[PURCHASE](#)

## GETTING AHEAD - Apply PVI Model for Career Advancement

### 5 Habits of Highly Disciplined People

Self-discipline is the make-or-break variable in nutrition, diet, relationships. Here's a look at the habits that highly disciplined people use to excel personally and professionally.

[» Read More](#)

## LESSONS FROM LEADERS - In-depth Profiles

### Nike's Master Craftsman

As Nike's boss, Parker is relentlessly inquisitive. "Mark's questions are often either leading or directive," says Andy Campion, Nike's CFO. "What's fascinating about his use of questions is that it leaves other leaders empowered to find the answers themselves and act on them."

[» Read More](#)

## CAREER CENTRAL - Tips for Career Changers

### Negotiating Your Salary? Don't Forget to Ask for Employee Benefits

Generally, the best time to negotiate your offer is after you've received the offer but before you have accepted the position. Once you've agreed to a salary and benefits package, it's poor form to negotiate, but once they've made you an offer, the ball is in your court.

[» Read More](#)

### Share this Newsletter Via

[Share / Save](#) [f](#) [t](#) [+](#)

### Articles for your websites, newsletters, blogs and publications

- » Executive Professionals: Leadership, Advancement & Productivity
- » Dream Job: Define it, Land it, Live it
- » Job Hunters: Resume, Network, Interview Negotiate



#### Motivated Minute

Quotes to Inspire

"The first step towards getting somewhere is to decide that you are not going to stay where you are."  
~ Unknown

"Good teams incorporate teamwork into their culture, creating the building blocks for success."  
~ Ted Sundquist

"Everything you've ever wanted is on the other side of fear."  
~ George Addair

#### Coaching Corner

Joel's Words of Wisdom

**Stand Out at Work – #1 Key for Advancement**

You've put in your time, built your skillset, proven your value and become a solid, consistent and reliable member of the team. Your colleagues (and maybe your staff) look to you for advice and leadership – in your group, your opinion matters. Now it's time to take those next steps that will get you noticed by those above, and to learn how you can get ahead and succeed in your organization.

[» READ MORE](#)

[» EMAIL JOEL GARFINKLE](#)

Connect with Joel: [f](#) [in](#) [t](#) [+](#)

- » Watch the speaking video
- » Download the Speaking Brochure
- » Visit the Career Advancement Blog

## SERVICES OFFERED

### Speaking

Frequent speaker at keynotes, meetings, conventions and seminars. He will energize your keynotes, meetings, conventions and seminars with his compelling and inspirational speaking style.

[Hire a Speaker »](#)

### 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.

[Hire an Executive Coach »](#)

### 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.

[Hire a Career Coach »](#)

### 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 »](#)

### Reprint Notice

You may reprint and forward the Fulfillment@Work newsletter as long as all the copyright notice and contact information below is included.

© Copyright 2015, Joel Garfinkle, all rights reserved.  
The top online resource for creating fulfillment at work!  
**Garfinkle Executive Coaching**  
6918 Thornhill Drive, Oakland, California 94611  
Tel: 510-339-3201 Email: [joel@garfinkleexecutivecoaching.com](mailto:joel@garfinkleexecutivecoaching.com)