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I was good with a gun, I admit, but most of my time was spent working with people who had different opinions and a conflict of interest. This created problems I couldn't just shoot...

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Joel In The News - Interviewed by Top Media Outlets

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## Tips for Developing Your Executive Presence

Executive presence is a trait that all inspiring executives know they need, but its definition is murky at best. Is it charisma? Is it grace under pressure? Will those in charge of your career path agree that you have "it"?

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## Upcoming Speaking Engagements

### The Importance of Communication and Candor

RMS (Risk Management Solutions - software company)

- July 31<sup>st</sup> - Northern California
- August 7-9<sup>th</sup> - India
- August 28-29<sup>th</sup> - New Jersey
- September 4-6<sup>th</sup> - London

### Executive Presence: 4 Ways to Convey Confidence and Command Respect as a Leader

The Institute of Management Studies

August 22<sup>nd</sup>, 2018 in Boston, MA

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## Current Executive Coaching Engagements



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- **Altering our driving habits:** Although U.S. gas prices have risen, according to the latest Lundberg Survey, only 28% of drivers say they are driving less. 5% Carpool, 1% Drive more, 28% Drive less, and 66% report no change. (MSN Carpoint)
- **Debt: What causes it?** Only house expenses (excluding mortgages) and car loans beat out credit cards as the main cause of debts. House/Car 25%, Credit cards 21%, College 12%, and Healthcare 12%. (Lutheran Brotherhood)

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**"Leadership contains certain elements of good management, but it requires that you inspire, that you build durable trust. For an organization to be not just good but to win, leadership means evoking participation larger than the job description, commitment deeper than any job contract's wording."**

~ Stanley A. McChrystal

**"True leaders don't invest in buildings. Jesus never built a building. They invest in people. Why? Because success without a successor is failure. So your legacy should not be in buildings, programs, or projects; your legacy must be in people."**

~ Myles Munroe

Books Authored by Joel A. Garfinkle

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Global Gurus named Joel #15 on its list of [top 30 global coaching experts](#).

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