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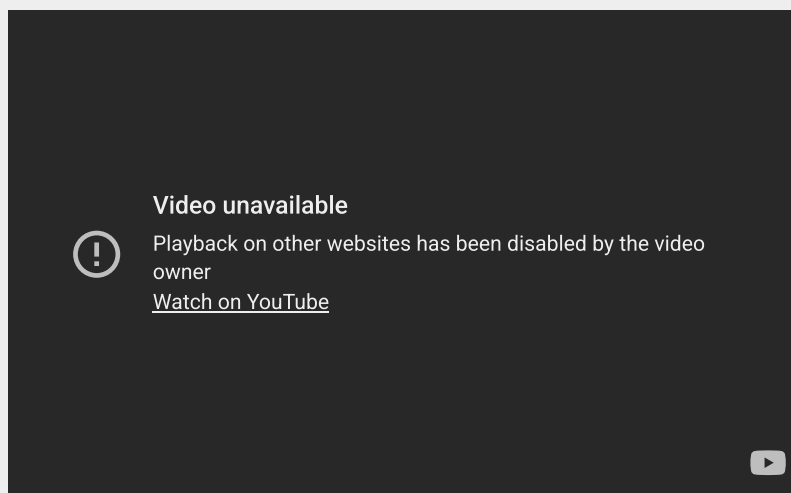
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## You can get more done by working less, studies show - here's how

Successful leaders such as Ernest Hemingway, Stephen King, Alice Munro all believe in working less, yet still produce award winning material. But before you reduce your hours, you have you know how to use your hours the right way...

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Lessons from Leaders - In-depth Profiles

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## A CEO who gives his employees \$2,000 to go on vacation says there are 5 reasons the policy is good business

SteelHouse CEO, Mark Douglas has two policies that have transformed the way his company operates. Not only do employees receive money for a vacation of their choosing, but the entire company takes a 3-day weekend EVERY month. Here are several reasons why the policy works so well...

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Coaching Corner – Joel's Article of the Week

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## How to Be A Great Mentor: 5 Traits to Cultivate Now

You have been on the fast track, moving up in your company. Now your boss needs you to mentor the new team members. How hard could it be? After all, you have had several good mentors yourself. But there's a big difference in having one and being one, Here's what you need to do first...

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Career Central - Tips for Career Changers

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## 5 Ways to Use Networking to Land Your Next Job

From an employer's perspective, identifying a candidate for a job is only one piece of the puzzle. The hiring manager needs someone to do the job well and complement the existing team members, which can be difficult to evaluate..

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Joel In The News - Interviewed by Top Media Outlets

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## The Top Thing You Should Be Looking For in a Job

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Being happy at work is so important. When your job hunting, you have to consider a whole bunch of factors, says Joel Garfinkle. Ask yourself, "What do I want? What's really important to me? What do I want to gain long term from this position..?"

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### Upcoming Speaking Engagements

#### Improve Your Conflict-Resolution Skills

The Proven Process for Managing Conflict in the Workplace

December 4<sup>th</sup>, 2018 -  
Webinar at 1pm EST

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

The Institute of Management Studies  
January 29<sup>th</sup>, 2019 - Los Angeles, CA

### Current Executive Coaching Engagements



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- **Employers track personal e-mails:** Percentage of respondents who don't know certain e-mail activities are a business record; Sent email-43%, Received email-55%, Created but unsent email-66%. (USA Today)
- **Vermont has the lowest gender pay gap in the USA:** Women earn 90.2% of what men earn in Vermont while Utah has the highest pay gap, where women earn 69.9% of what men earn. (PressReader)

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*"The supreme quality for leadership is unquestionably integrity. Without it, no real success is possible, no matter whether it is on a section gang, a football field, in an army, or in an office".*  
~Dwight D. Eisenhower

*"Success comes to those who dedicate everything to their passion in life. To be successful, it is also very important to be humble and never let fame or money travel to your head".* ~A.R. Rahman

Books Authored by Joel A. Garfinkle

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