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## Absolute Success is Luck. Relative Success is Hard Work

Warren Buffet, the famous investor and multi-billionaire, has long been a proponent for the role of luck in success. In his 2014 Annual Letter, he wrote, "Through dumb luck,(my business partner) Charlie and I were born in the United States, and we are forever grateful for the staggering advantages this accident of birth has given us"...

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Lessons from Leaders - In-depth Profiles

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## How This Latina Went From Bloomberg's Office And Obama's White House To EdTech CEO

Maxeme Tuchman is a force to be reckoned with. The daughter of Cuban migrants, she learned early on that the only thing that lasts when you flee from danger is education..

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Coaching Corner – Joel's Article of the Week

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## 3 Keys to Climbing the Corporate Ladder

Joel Garfinkle's book Getting Ahead - Three Steps to take your career to the next level focuses on the three key factors that will propel people up the career ladder - improving perception increasing visibility and exerting influence...

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Career Central - Tips for Career Changers

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## This Genius Method Will Get Your Job Application Into the Hands of a Hiring Manager

You submit a resume and a week goes by - no response. After two or three more, still nothing. Don't take it personally, a robot likely read and rejected your application...

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Joel In The News - Interviewed by Top Media Outlets

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## Management - Be A Better Boss

If you want to improve your leadership style, Joel Garfinkle believes you should start by being less critical and more positive...

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### How to Manage and Influence Internal Stakeholders to Fast-Track Your Career Growth

January 21<sup>st</sup>, 2019 -  
Webinar at 1pm EST

[View Details](#)

### 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

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## Current Executive Coaching Engagements



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- **Sick? Keep Working:** How often do you send your employees home? 29% say every time, 47% only when they seem really sick, 14% don't send any home, and 10% when they seem unproductive. (USA Today)
- **Shopping on the job today:** Where U.S. online spending on Cyber Monday originates from - 49% Work computers, 44% Home computers, and 7% International locations. (ComScore)

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**"Good management is the art of making problems so interesting and their solutions so constructive that everyone wants to get to work and deal with them". ~Paul Hawken**

**"Focused, hard work is the real key to success. Keep your eyes on the goal, and just keep taking the next step towards completing it. If you aren't sure which way to do something, do it both ways and see which works better".**

~John Carmack

Books Authored by Joel A. Garfinkle

### Gain the Competitive Edge In Your Career



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**Recognized as one of the best:** Acknowledged as one of the top 50 executive coaches in America.  
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