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April 17, 2019 • Vol 23, Issue 15

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## **A Simple and Powerful Technique for Better Listening**

Ever notice in everyday conversations that you are quick to respond? Sometimes, even "helping" someone finish their sentence or starting to speak before another person has even finished? Read on to learn one simple technique to start listening better...

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Lessons from Leaders - In-depth Profiles

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## **How to Talk to People, According to Terry Gross**

Ms. Gross brings a combination of empathy and rigorous preparation to the job. "I read, watch or listen to as much of the person's work as possible, so I have an understanding of what makes them, or their story important," she said...

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Coaching Corner – Joel's Article of the Week

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## **Office Politics: You Can't Win If You Don't Play**

Sabrina is an introvert who was intimidated by office politics. She tried to avoid them completely, but the result was that she felt like she was losing. She was right. Office politics is a game, and you can't win if you don't play...

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Career Central - Tips for Career Changers

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## **Robots are reading your resume, so here are 5 tips to meet their approval**

Companies are increasingly using AI to take the guesswork out of job searches and find the candidates whose resumes match what they are looking for. The first step to a successful job hunt is knowing how the algorithms work. Then, tailor your resume to use AI to your advantage...

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Joel In The News - Interviewed by Top Media Outlets

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## **5 Best Practices for Career Reinvention**

Career reinvention does not happen overnight. Workers considering such a journey can optimize their chances for success - and feel less overwhelmed - by taking heed of these tried-and-true guidelines...

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### Upcoming Speaking Engagements

**Executive Presence: Convey Confidence and Command Respect as a Leader**

Mount Caramel Medical Group

May 1<sup>st</sup>, 2019 - Columbus, Ohio

**Executive Presence: Convey Confidence and Command Respect as a Leader**

Otsuka Pharmaceutical

May 2<sup>nd</sup>, 2019 - Princeton, New Jersey

### Current Executive Coaching Engagements

PayPal

lyft

Roche

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- **Self-service at work:** 73% of full-time workers expect their employer to provide a high-level of employee self-service, allowing them to independently complete a variety of HR-related tasks. (PayChex)
- **Saving for retirement:** 75% of employees wanted help calculating how much to save for a secure retirement, how much to anticipate spending each month in retirement (72%) and planning for health care expenses in retirement (72%). (EBRI)

**300+ Articles For Your Development Written by Joel**

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***"The challenge of leadership is to be strong, but not rude; be kind, but not weak; be bold, but not bully; be thoughtful, but not lazy; be humble, but not timid; be proud, but not arrogant; have humor, but without folly". ~Jim Rohn***

Rohn

***"I advise you to stop sharing your dreams with people who try to hold you back, even if they're your parents. Because, if you're the kind of person who senses there's something out there for you beyond whatever it is you're expected to do - if you want to be EXTRA-ordinary- you will not get there by hanging around a bunch of people who tell you you're not extraordinary. Instead, you will probably become as ordinary as they expect you to be".***

~Kelly Cutrone, If You Have to Cry, Go Outside: And Other Things Your Mother Never Told You

Books Authored by Joel A. Garfinkle

## Gain the Competitive Edge In Your Career



Garfinkle Executive Coaching - The top online resource for creating fulfillment at work.  
**Recognized as one of the best:** Acknowledged as one of the top 50 executive coaches in America.  
Global Gurus named Joel #15 on its list of [top 30 global coaching experts](#).

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