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## How to Spend Way Less Time on Email Every Day

The average professional spends 28% of the work day reading and answering email. For the average full-time worker in America, that amounts to a staggering 2.6 hours spent and 120 messages received per day. Here are the five ways we unnecessarily lose this time and how to get it back...

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Lessons from Leaders - In-depth Profiles

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## Michael Evans of Alibaba on Singles Day and Olympic Rowing

Michael Evans, a former banker originally from Canada. As president of Alibaba, Mr. Evans works closely with Jack Ma, the company's co-founder and outgoing chairman, and Daniel Zhang, its chief executive officer. He first got to know Alibaba while working for Goldman Sachs...

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Coaching Corner – Joel's Article of the Week

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## Executive Coaching Consultants Help with Job Dissatisfaction

Marcia is stuck at the bottom of a very deep pit. She hates her job. She got hired at the bottom of the last recession and at that point, any job looked good, and this one looked even better than good. Five years later, she'd rather be anywhere but here...

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Career Central - Tips for Career Changers

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## Four Things You Absolutely Must Do in Your Salary Negotiation

Let's say you've worked yourself up to asking for a higher salary. You could still be missing out on perks that can further enhance your compensation package. With that in mind, here are some negotiation tricks to keep in mind the next time you're interviewing for a new job or angling for a raise...

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Joel In The News - Interviewed by Top Media Outlets

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## How to Ease Your Workload

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Given all of the work that has been piled on employees at leanly staffed companies during the weak economy, it's understandable that some workers want to scale back. Almost four in 10 workers say one of the most important attributes they will look for in a new employer is a less-stressful work environment...

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### Upcoming Speaking Engagements

**Stop Avoiding Difficult Conversations:**  
Practical Tactics for Crucial Communication

June 28<sup>th</sup>, 2019 - Webinar 1:30pm EST

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### Current Executive Coaching Engagements



Learn more about hiring Joel for your [Executive Coaching](#) or [Corporate Speaking and Training](#) needs.



- **Losing sleep over stress:** Two-thirds of professionals said they've lost sleep because of work stressors and 16% said job-related stress forced them to quit (Korn Ferry)
- **Access to career opportunities:** 40% of employees age 24 and younger said they'd talk to their boss about making a career change if they had access to additional opportunities to learn and grow within the workplace (LinkedIn)

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***"If you want to improve the organization, you have to improve yourself and the organization gets pulled up with you".***

~Indra Nooyi, Pepsi CEO

***"Success is not measured by what you accomplish, but by the opposition you have encountered, and the courage with which you have maintained the struggle against overwhelming odds".***

~Orison Swett Marden

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.

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

Garfinkle Executive Coaching 6918 Thornhill Drive oakland, CA 94611 USA

Tel: 510-339-3201 • Email: [joel@garfinkleexecutivecoaching.com](mailto:joel@garfinkleexecutivecoaching.com)



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