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There are 3 kinds of office "social brokers" - which one are you?

Whether you're aware of it or not, you often influence other people's personal and professional relationships. Whenever you gossip, make in-person or online introductions, or give colleagues relationship advice, you act as a social broker...

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Lessons from Leaders - In-depth Profiles

The Jack Dorsey Productivity Secret That Enables Him To Run Two Companies At Once

Jack Dorsey was named CEO (again) of Twitter last week, and he'll continue to hold the same title at pre-IPO Square. How can Dorsey run *two* companies when most of us struggle to keep up with one job? What's his secret to getting it all done?

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Plan Corporate Training

Hiring a top-notch speaker with the right expertise can change the game by shifting workplace culture. A skilled trainer can help employees break free of any undesirable patterns and fully leverage their company's collective talent...

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Career Central - Tips for Career Changers

10 Ways The Job Search Has Changed

Job searching has changed dramatically over the past few years. If you want to succeed, you'll have to take a much different approach than you did previously. Here are 10 things today's job hunters need to know...

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Joel In The News - Interviewed by Top Media Outlets

These 7 Simple Steps Will Put You in the Fast Track for a Promotion

You've consistently put your nose to the grindstone and cranked out some work that really wowed your boss. But now is not the time to kick back. you need to keep delivering if you want to snag your first promotion, which is no easy feat...

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Upcoming Speaking Engagements

Power of Prioritization: How to Protect Your Time and Get More Done

August 15th, 2019 - Webinar 1:30pm EST

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Executive Presence: Convey Confidence and Command Respect as a Leader

August 20th, 2019 - Chicago

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Current Executive Coaching Engagements



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- **Career promotions:** In entry-level roles, 82% of certified professionals report they've been promoted in the past five years vs. 68% of those who aren't certified. (PayScale)
- **Reason for demotion:** The #1 reason given for a demotion was poor performance (39%), followed by not succeeding in a position to which a worker was promoted (38%), organizational restructuring (16%) and voluntary demotions (6%) (OfficeTeam)

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"High sentiments always win in the end. The leaders who offer blood, toil, tears and sweat always get more out of their followers than those who offer safety and a good time. When it comes to the pinch, human beings are heroic."

~George Orwell, author and journalist

The credit belongs to the man who is actually in the arena, whose face is marred by dust and sweat and blood, who strives valiantly, who errs and comes short again and again, who knows the great enthusiasms, the great devotions, and spends himself in a worthy cause, who at best knows achievement and who at the worst if he fails at least fails while daring greatly so that his place shall never be with those cold and timid souls who know neither victory nor defeat. ~Theodore Roosevelt

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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