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## How to Network With Younger People Effectively

If you struggle with reaching out to network with the younger generation, you're not alone. Having young people in your professional network can lead to more job opportunities as well as greater satisfaction...

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Lessons from Leaders - In-depth Profiles

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## Nike Boss Phil Knight - How this man turned a tiny sneaker company into the most powerful force in sports

Nike co-founder Phil Knight talks about how he fumbled his way to greatness, reaching out to business-people across the world to make his way in the running sho business...

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Coaching Corner – Joel's Article of the Week

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## 5 Essential Qualities of Truly Great Leadership

To many, leadership is an elusive role. Some people seem to have a natural talent for leading, while others struggle to grasp how to do it. Great leaders play multiple roles inside of an organization. You need to explore what these roles involve in order to analyze areas of weakness...

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Career Central - Tips for Career Changers

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## The One Thing That's Likely Missing From Your Job Search Strategy

Most of us have heard of the term self-care, but our practice of it doesn't always yield desired results. We're a stressed out and burned out nation. When we put self-care first, we give our physical, emotional and mental health areas of our life the necessary support to succeed at home and in the workplace...

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Joel In The News - Interviewed by Top Media Outlets

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## Tips for developing your executive presence

Experts agree that executive presence is a combination of personal traits and outward behaviors that create an image of leadership competence and trustworthiness. If you're deemed lacking in executive presence, you might miss out on a promotion or other work

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opportunities. Rather than leave things to chance, it's smart for you to take proactive steps...

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### Upcoming Speaking Engagements

**Strategizing Difficult Conversations:**  
How to Communicate Without Damaging Work Relationships

September 17<sup>th</sup> 2019 - Webinar 1:00pm EST

[View Detail](#)

### Improve Your Conflict-Resolution

**Skills:** The Proven Process for Managing Conflict in the Workplace

October 3<sup>rd</sup>, 2019 - Webinar 1:00pm EST

[View Detail](#)

### Current Executive Coaching Engagements



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



- **Workload stressors:** 79% of professionals found a heavy workload to be less stressful than not having enough work to do, and 74% would prefer a heavier workload and more pay to less work and less pay. (KornFerry)
- **How does your work experience measure up:** 10% of employees said their overall work experience has significantly exceeded their expectations, and 38% consider their employee experience awesome or great. (Alight Solutions)

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***"No leader sets out to be a leader. People set out to live their lives, expressing themselves fully. When that expression is of value, they become leaders. So, the point is not to become a leader. The point is to become yourself, to use yourself completely - all your skills, gifts and energies - in order to make your envision manifest. You must withhold nothing. You must, in sum, become the person you started out to be, and to enjoy the process of becoming." ~Warren Bennis***

***"Think of success as a game of chance in which you have control over the odds. As you begin to master concepts in personal achievement, you are increasing your odds of achieving success." ~ Bo Bennett***

Books Authored by Joel A. Garfinkle

## Gain the Competitive Edge In Your Career



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

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