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## How Introverts Can Learn to Network Effectively

Learning how to network effectively is an invaluable skill to have when it comes to discovering job opportunities and making career connections to get ahead. But such socializing doesn't come easily to everyone...

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Lessons from Leaders - In-depth Profiles

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## Julie Sweet of Accenture Could See Her Future So, She Quit Her Job

Julie Sweet is one of the most powerful women in corporate America, yet few people outside of the business community know her name. As the chief executive for North America at Accenture, a consulting firm with 469,000 employees, Ms. Sweet runs a business with annual revenue of \$17.8 billion. Yet, Ms. Sweet has rarely been content with the status quo...

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Coaching Corner – Joel's Article of the Week

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## Executive Presence Training

If you want someone to instill your star employees with the skills and presence to excel as executives, you need someone with proven expertise in training up-and-coming execs. You also need to make sure that person can give you a detailed description of the training he or she will provide, so you'll know exactly what you're getting. Here's the program and what the audience learned...

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Career Central - Tips for Career Changers

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## The No. 1 Way to Get Attention on LinkedIn

Employers or business prospects are probably searching on LinkedIn for someone like you. The single best way to ensure you'll show up in their searches, and stand out from competitors, is to have the right profile "keywords". These are the words or phrases that resonate...

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Joel In The News - Interviewed by Top Media Outlets

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## Build Unshakeable Confidence During Shaky Times

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With so many stressors and distractions, it can be a challenge to stay confident and maintain a positive attitude as a leader. In a recent article, highly regarded sales coach Joel Garfinkle shared 10 tips for building an unshakable confidence. Here is an excerpt from his article:

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### Upcoming Speaking Engagements

**Strategizing Difficult Conversations:**  
How to Communicate Without Damaging Work Relationships  
September 25<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.



- **Workers becoming Disengaged:** 47% of workers who have been demoted said they got upset and later became disengaged at work, and another 41% said they focused on improving their performance while in the lower position. (OfficeTeam)
- **Getting paid for non-work related tasks:** 76% of advertising and marketing hiring decision makers said they favor a policy that allows employees to do no-work-related tasks on company time to increase performance. (The Creative Group)

## 300+ Articles For Your Development Written by Joel

(Leadership, Management, Work Issues, Productivity and Career Advancement)

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***"A leader is like a shepherd. He stays behind the flock, letting the most nimble go out ahead, whereupon the others follow, not realizing that all along they are being directed from behind."*** ~Nelson Mandela

***"Passion is what gives meaning to our lives. It's what allows us to achieve success beyond our wildest imagination. Try to find a career path that you have a passion for."*** ~Henry Samueli

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](#).

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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