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How to get people to listen to your ideas

Most of what we say goes in one ear and out the other. People may be looking at us, they may be hearing us, but they are not truly listening to us. What we say is soon forgotten. The secret to having others absorb and retain what you say is to truly engage them in the way you present your ideas. Here are five ways to do just that...

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Survey Monkey's CEO on Creating a Culture of Curiosity

There's no playbook for what to do when your CEO - a beloved guy who'd been responsible for hiring many of the people gathered in that room - dies suddenly at age 47. Everyone was in shock and feeling extremely vulnerable...

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Coaching Corner – Joel's Article of the Week

Toot Your Own Horn

No one wants to sound like they're bragging about their own accomplishments. You want to be noticed, but not for being egotistical. However, there are plenty of ways to toot your own horn in a way that people admire and respect...

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Career Central - Tips for Career Changers

The 5 Biggest Mistakes People Make When Looking For A New job

Slow down. Recruiters and talent acquisition professionals get an overwhelming number of applicants for each open position and must eliminate most of them. Your resume only stands out from the slush pile as a keeper when the hiring manager can...

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Joel In The News - Interviewed by Top Media Outlets


How to Build Positive Relationships at Work


For a lot of people, relationship building isn't natural or easy to do. Most refuse to admit this is a concern because it is a basic common-sense concept, and they assume they already know how to do it. However, everyone, even the most outgoing engaging personalities, can improve their skills in this critical area.

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Upcoming Speaking Engagements

Executive Presence: 4 Ways to Convey Confidence and Command Respect as a Leader
Anthem Inc.

October 29th 2019

Improve Your Conflict-Resolution

Skills: The Proven Process for Managing Conflict in the Workplace

November 1st, 2019 - Webinar 1:00pm

EST

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Current Executive Coaching Engagements



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- **Elements reflecting performance:** Employees with all three of these elements - good fit, high engagement, 10+ years at an organization - perform 18% higher than the average employee and 35% higher than a worker who lacks all three elements. (Gallup)
- **Millennials being promoted:** Millennial managers who haven't been promoted resign at a rate of 5.2% higher than the average, while millennial managers who were promoted in the last two years resign at a rate of 3.1% below average. (Visier)

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"Don't waste your energy trying to educate or change opinions; go over, under, through, and opinions will change organically when you're the boss. Or they won't. Who cares? Do your thing, and don't care if they like it." ~Tina Fey
"The path from dreams to success does not exist. May you have the vision to find it, the courage to get on to it, and the perseverance to follow it" ~Kalpana Chawla

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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