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## Why Kindness Is the Key to Improved Well-Being

Can kindness, love and a strong sense of community actually make you healthier and happier? Research says that it does. I think the challenging part is it sounds all good and nice to say, "Well, just be kind, and everything will be fine." But being kind is a practice, and it's hard...

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Lessons from Leaders - In-depth Profiles

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## Diversifying the High-Tech Talent Pool

The founder, chair, and CEO of the Dallas-based workforce solutions provider Pinnacle Group used to finagle as many invitations as she could listen to keynote speeches by the best business and leadership minds. After graduating from college, Vaca landed a job in New York City at an IT services company and immediately saw her entrepreneurial future...

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Coaching Corner – Joel's Article of the Week

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## 6 Tips for New Managers

New managers might be tempted to dive into the daily grind before fully educating themselves on organizational vision, mission, and strategy. To guide and inspire their team, however, they need a strong grasp of these concepts...

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Career Central - Tips for Career Changers

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## Craft a Winning Cover Letter in 10 Minutes

Let's be honest: some of us would rather visit the dentist than write a cover letter. But it doesn't have to be difficult - and it doesn't even have to be time-consuming. (We promise!) Glassdoor has created a guide for creating the perfect cover letter in a matter of minutes...

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Joel In The News - Interviewed by Top Media Outlets

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## 7 Tips for Mastering Office Politics

The phrase "office politics" can make people nervous because it has so many bad associations, says executive coach Joel Garfinkle. But office politics is real and something you have to deal with in the working world...

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### Upcoming Speaking Engagements

**Leadership Presence: Convey Confidence and Command Respect as a Leader**

Otsuka Pharmaceutical

Dec 4<sup>th</sup>, 2019 - Princeton, New Jersey

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

December 10<sup>th</sup>, 2019 – Webinar 12:00pm PST/3:00pm EST

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### Current Executive Coaching Engagements



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- **Leveraging the market:** 65% of workers are confident they can leverage today's candidate-driven market to their advantage, as 54% have negotiated with their current employer for a higher salary in the past year. (Addison Group)
  - **Interest from recruiters:** 60% of employees said they've received inbound interest from recruiters or other firms within the last six months, with 43% pursuing at least one of those (West Monroe)
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*"A true leader has the confidence to stand alone, the courage to make tough decisions, and the compassion to listen to the needs of others. He does not set out to be a leader, but becomes one by the equality of his actions and the integrity of his intent." ~Douglas MacArthur*

*"The best years of your life are the ones in which you decide your problems are your own. You do not blame them on your mother, the ecology, or the president. You realize that you control your own destiny." ~Albert Ellis*

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.  
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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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