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Lessons from Leaders - In-depth Profiles

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## Unleashing Talent at Hershey

We live in a time when many companies are looking for purpose because they think it's the right thing to do and because it's important to people to so work that helps society. Employees, especially the younger generations, feel that coming to work is more than just doing a job and delivering products...

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Coaching Corner – Joel's Article of the Week

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## Great Leadership Qualities

Which qualities would you say are most necessary for people to develop if they wish to become key leaders in their organization? 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...

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Career Central - Tips for Career Changers

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## Three Ways to Tell A Stranger About Your Strengths and Experience

Whether you're a job candidate sitting in an interview, or an entrepreneur pitching an idea to a panel of investors for the first time, at some point you'll have to decide how best to summarize who you are. How much detail should you include?

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Joel In The News - Interviewed by Top Media Outlets

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## How to Be a C-Suite Influencer


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It's not always easy to prove your worth is it? You manage a part of the enterprise that utilizes a significant amount of corporate assets. It all comes down to this: You must rely on the power of influential leadership and prove your worth by inspiring positive change in your organization...

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### Upcoming Speaking Engagements

**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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- **Trust in the workplace** Among millennials who worked at 5-7 organizations, 34% didn't trust their direct manager, 31% said their organizations don't set goals, and 48% said their organization thought only about profits. (O.C. Tanner)
- **Office Politics:** 60% of employees say they have left jobs, or would consider leaving because they don't like their supervisors, and 58% say they would leave their job because of negative office politics. (Randstad)

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**"True leadership lies in guiding others to success -- in ensuring that everyone is performing at their best, doing the work they are pledged to do and doing it well."**

~Bill Owens

**"The successful man is the one who finds out what is the matter with his business before his competitors do."**

~Roy L. Smith

Books Authored by Joel A. Garfinkle

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