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How to have powerful conversations that will influence people

Powerful conversations establish bonds between people, clarify intentions and create a lasting impression. The words we use, and the way we use them, signal both our savviness and our mindset...

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How Kathy Ireland Built Her Business Empire

When most people hear the name Kathy Ireland, they are bound to think of the Sports Illustrated swimsuit edition. The story goes well beyond that neon yellow bikini. Upon learning about kiWW, many people (myself included) are slightly confused. I found myself thinking What exactly does kiWW sell? The list is beyond extensive...

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Coaching Corner – Joel's Article of the Week

Stop Procrastination - Overcome the Career Limiting Habit

César had just accepted a promotion, and somehow, he was always rushing when it came to finishing important projects. He decided to reevaluate his time-management skills. He knew he needed to overcome the insidious habit of procrastination if he wanted to succeed in his new role...

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Career Central - Tips for Career Changers

Five Easy Ways to Calm Your Nerves Five Minutes Before Your Job Interview

Let's face it—no one likes to be judged. But like it or not, that is exactly what a job interview is: a judgment zone. It's also your chance to show that you're the right person for the job...

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Joel In The News - Interviewed by Top Media Outlets

Move On Up


You've just promoted a model employee. They're happy: not only are they excited about their new responsibilities, the pay raise that goes along with it isn't so shabby, either.


But what plans have you made to help them through the promotion?

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- **Greater productivity at home:** 75% of workers said they experience greater productivity at home because they encounter fewer distractions, fewer interruptions from colleagues (74%), less stress from commuting (71%) and less office politics (65%). (FlexJob)
- **Bad experience at work:** A third of job seekers left a job within 90 days; 43% of that group said their day-to-day role wasn't what they thought it would be; 34% said they were driven away by a bad experience or incident; 32% cited company culture; and 11% said they signed onto a new job but later changed their minds. (Jobvite)

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"Control is not leadership; management is not leadership; leadership is leadership. If you seek to lead, invest at least 50 percent of your time in leading yourself -- your own purpose, ethics, principles, motivation, conduct. invest at least 20 percent leading those with authority over you and 15 percent leading your peers.." ~Dee Hock

"Success is not measured by what you accomplish, but by the opposition you have encountered, and the courage with which you have maintained the struggle against overwhelming odds.." ~Orison Swett Marden

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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