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## How Fauci exemplifies executive presence

Dr. Anthony Fauci has become famous as a public face of the US government response to the coronavirus pandemic. Here's why he embodies executive presence, and what that matters for you...

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Lessons from Leaders - In-depth Profiles

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## From Totally Broke to Multimillionaire: How Jen Sincero Pivoted from Rock Star to Best Selling Self-Help Author and Success Coach

It was August 2011, and she had a book due in about a month. An entire book. Cover to cover. Hundreds of pages. So far, she'd barely written the introduction. But before Sincero cracked open the business of self-help and success with with books, speeches and coaching, she was living a much edgier lifestyle -- as a singer in multiple rock bands. Here's her story...

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Coaching Corner – Joel's Article of the Week

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## 4 Roadblocks to Overcome for Effective Leadership Influence

In any organization, you're going to run into challenges to expanding your leadership influence. "Effective leaders strive to pinpoint and overcome these challenges"; her colleague added. Sometimes they eliminate an issue; other times, they learn to work with it. Here are four roadblocks to overcome for effective leadership influence...

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Career Central - Tips for Career Changers

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## 3 Little-Known Secrets to Making A Wildly Successful Career Change

Career changes are really, really hard. And there's likely to be false starts, dead ends, and self-doubt ahead. We all deserve a career we love, and I believe that you absolutely have the power to make it happen. You'll just need a good amount of mental fortitude to get there...

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Joel In The News - Interviewed by Top Media Outlets

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## How to Bounce Back from A Failed Salary Negotiation


We spoke with Joel Garfinkle, executive coach and author of *Get Paid What You're Worth* to get his expertise and advice on how to bounce back after a not-so-awesome negotiation. He cuts straight to the point for the reality check you need after a salary setback...

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### Upcoming Speaking Engagements

**Executive Presence: Convey Confidence And Command Respect As A Leader**

IMS-Overland park Convention Center  
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### Current Executive Coaching Engagements



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- **63% of US workers are ready to quit their jobs due to stress:** The 2019 State of Employee Communication and Engagement study conducted by Dynamic Signal also reveals how many workers are on the edge of quitting their jobs because of stress. Nearly two-thirds of the surveyed workers - 63%, to be precise - are ready to quit their jobs as a result of workplace stress. (Dynamic Signal)
- **Americans think workers need a mix of technical, social and communication skills to succeed today:** When people think about what it takes for workers to be successful these days, they rank several traits as highly important: knowledge of computers (85% say this is "extremely" or "very" important), ability to work with those from diverse backgrounds (85%), training in writing and communication (85%) and access to training to update skills (82%). (Pew Social Trends)

## 300+ Articles For Your Development Written by Joel

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*"High sentiments always win in the end, the leaders who offer blood, toil, tears and sweat always get more out of their followers than those who offer safety and a good time. When it comes to the pinch, human beings are heroic."*  
~George Orwell, author and journalist

*"I have learned, that if one advances confidently in the direction of his dreams, and endeavors to live the life he imagined, he will meet with a success unexpected in common hours."* ~Henry David Thoreau

Books Authored by Joel A. Garfinkle

## Gain the Competitive Edge In Your Career



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**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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