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**Why Is Executive Presence So Important?**  
Joel Garfinkle  
EL A. GARFINKLE  
EAKER & EXECUTIVE COACH

**WHY  
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PRESENCE  
IMPORTANT**

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Getting Ahead – Career Advancement Strategies

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## **Calm a Distressed Mind By Changing Your Environment**

According to psychologist, Ethan Kross, there are three main ways we can turn down the chatter in our heads so we're not so immersed in our problems. Here are the three suggestions from Kross's book to optimize your environment for a calmer mind...

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Lessons from Leaders - In-depth Profiles

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## **The Bias Cut - How this Toyota VP embraces authentic female leadership**

Women in leadership roles often face gender bias, harassment, and opposition to their management styles. Here's how one MIT alumna has pushed back on those statistics and used what she's learned along the way...

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Coaching Corner – Joel's Article of the Week

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## **How to Become Your Boss's Favorite Employee**

Although you may be a star employee, completing projects correctly and meeting deadlines, you may be missing out on getting noticed. By becoming your boss's favorite, you can get noticed by other important company leaders. Learn the 7 steps to becoming your boss's favorite employee...

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Career Central - Tips for Career Changers

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## **Should You Look for a Window Instead of a Door?**

Here are a few examples of how a choice-based exercise can help you gain perspective -- consider trying this live with a coach, a peer, a trusted colleague or a friend. Ideally, having another person to interact with...

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Joel In The News - Interviewed by Top Media Outlets

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## Speak Up and Be Heard in Business Meetings

While you don't want to be the loudmouth, it's important that you speak up. You're in that meeting for a reason. Here are nine suggestions to get you started...

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- **The Workplace is the No.1 Place to Find Love:** It's often thought that office romances can be disruptive, but with so much of it going on you might as well just roll with it. 71% of workers say they don't care whether any of their colleagues are having an office romance, and 89% say it's "none of their business". (Glassdoor)
- **Over a third of people said their job was a regular source of stress in 2018:** Everyday Health's 2018 workplace stress stats show that over 30% of all respondents marked their job careers as regular causes of stress. Among Millennials and Gen Z, this statistic jumps to 44%, further proving that stress is on the rise among younger generations and presents a larger global problem than it did 20 or 30 years ago. (Everyday Health)

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*"I never did anything worth doing by accident, nor did any of my inventions come indirectly through accident, except the phonograph. No, when I have fully decided that a result is worth getting, I go about it, and make trial after trial, until it comes." ~Thomas Edison*

*"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*

Books Authored by Joel A. Garfinkle

## Gain the Competitive Edge In Your Career



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