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## 6 Phrases That Will Help You Sell your Ideas

Mark Twain once wrote: "The difference between the right word and the almost right word is the difference between lightning and the lightning bug." Finding the right words when you're selling your ideas is critical...

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Lessons from Leaders - In-depth Profiles

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## Indra Nooyi reveals 8 lessons she learned as CEO of Pepsi

Indra has never done anything by halves. From creating a women's cricket team at Madras Christian College at a time when nothing like it existed in India to personally writing more than 400 letters to her global senior executives' parents, the former PepsiCo CEO infused the corporate world with her own rebellious touch...

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Coaching Corner – Joel's Article of the Week

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## Instill Confidence in Employees

Employees who don't believe in themselves will settle for the safety of mediocrity. By instilling confidence, you'll prime your employees to take worthwhile risks, thereby growing into even better performers...

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Career Central - Tips for Career Changers

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## Look Out For These Warning Signs Before You Take That New Job

Think about it: Have you ever landed a coveted job only to feel miserable mere weeks later, you could have saved yourself a lot of trouble? In other words, you ignored a red flag. "A work-related red flag is basically a warning sign, either overt or even a gut feeling you have..."

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Joel In The News - Interviewed by Top Media Outlets

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## Six Steps to Get A Promotion

You've squared off against some tough competition, and finally come out on top - the job's officially yours. First of all, kudos to you! But now it's time for a reality check: Not everything is going to be a cakewalk from here on out...

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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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- **Bad managers:** Nearly half of employees said they've quit a job because of a bad manager, 56% think managers are promoted prematurely and 60% think managers need managerial training (Udemy)
  - **Extending counteroffers:** 58% of managers extend counteroffers to workers who say they are leaving; these workers, on average, leave in less than two years later. (Robert Half)
-

## 300+ Articles For Your Development Written by Joel

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*"Treat people as if they were what they ought to be, and you help them become what they are capable of being." ~Johann Wolfgang von Goethe*

*"You've got to get up every morning with determination if you're going to go to bed with satisfaction." ~George Lorimer*

Books Authored by Joel A. Garfinkle

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Global Gurus named Joel #15 on its list of [top 30 global coaching experts](#).

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