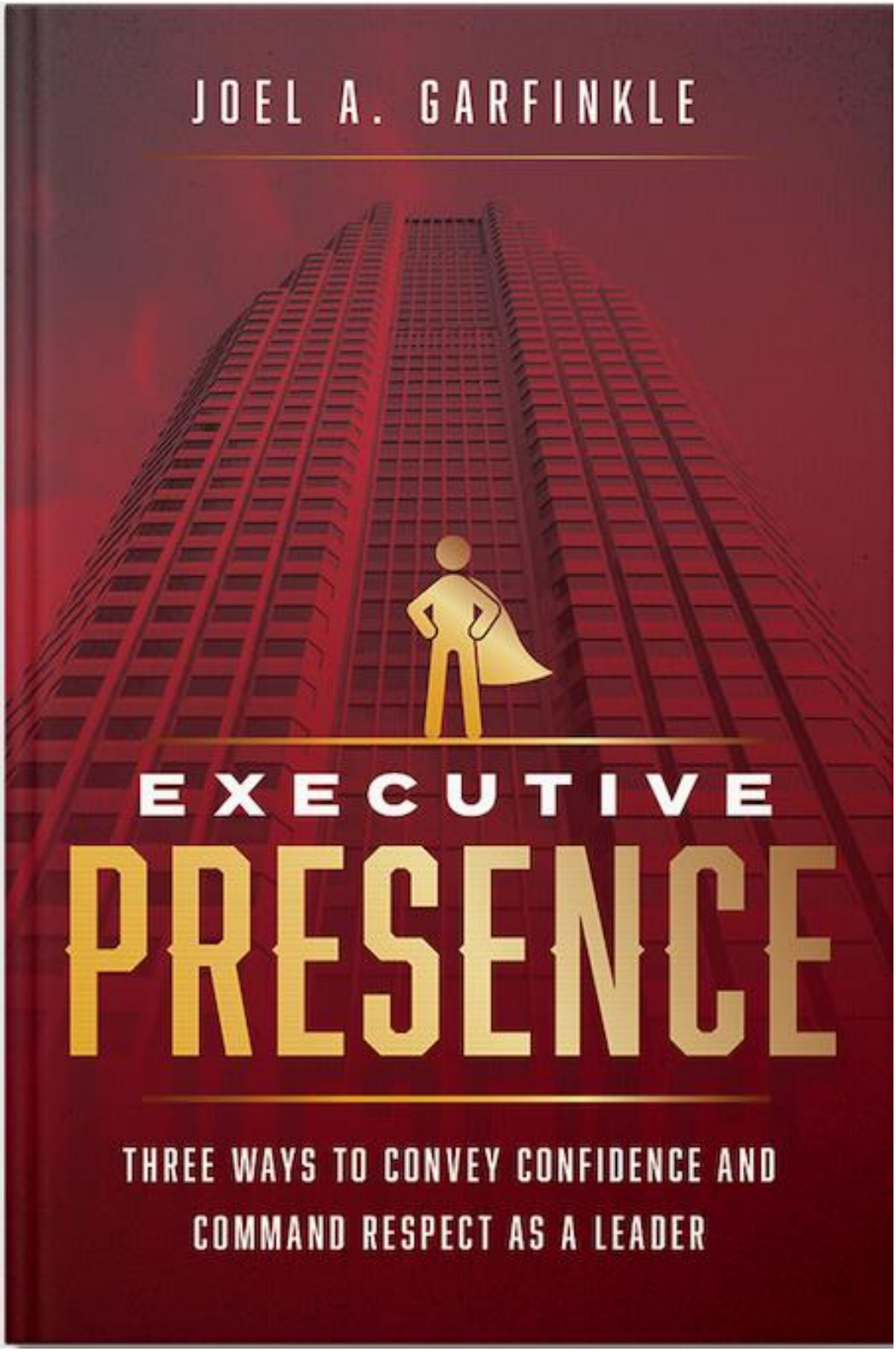
JOEL A. GARFINKLE
EXECUTIVE
PRESENCE
THREE WAYS TO CONVEY CONFIDENCE AND
COMMAND RESPECT AS A LEADER

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When 400 CEOs were asked how they chose their next-level leaders, 89% of them said they looked for one critical trait—executive presence. This quality clearly is crucial for professional success.

Do your leaders have executive presence? If they don't, how can they get it? This book shows employees how to convey confidence, command respect, and exude a professional magnetism that influences others. They will move from passivity and self-doubt to self-assurance, decisiveness, and bold decision making.

When your people are equipped with executive presence and confidence, they will become the high-impact leaders who move the organization forward. This book will provide employees with a step-by-step process on how to build and leverage their executive presence in any role. *Executive Presence* will teach how to:

1. RADIATE GRAVITAS: **Be confident, commanding, and charismatic.**
2. ACT WITH AUTHORITY: **Be decisive, bold, and influential.**
3. FULLY EXPRESS YOURSELF: **Speak (up), be insightful, and clear.**

As they master the lessons in this book, you'll have a core group of capable leaders who know how to influence others and drive results.

JOEL GARFINKLE is recognized as one of the top 50 executive coaches in America. Global Gurus named Joel #14 on its list of the top 30 global coaching experts. He is also a Master Certified Coach (MCC) — the highest level of achievement in coaching — and author of 11 books and over 300 articles on leadership. His client list for coaching and corporate training includes Google, Amazon, Starbucks, Bank of America, Microsoft, Oracle, Deloitte, Ritz-Carlton, Genentech, NBC, the NBA, and many other prestigious companies.