

Jeffery Miglicco Reaches Amazon Best-Seller Status with 'Lead with Empathy' Book Co-Authored with Chris Voss

HOUSTON, TX, UNITED STATES, June 8, 2026 /EINPresswire.com/ -- SuccessBooks® proudly celebrates the outstanding achievement of "Lead with Empathy" co-authored by Business leader and entrepreneur Jeffery Miglicco, sharing a candid and practical chapter on one of the most misunderstood leadership skills in business: empathy. Alongside Chris Voss and distinguished professionals worldwide. Launched on June 4th, 2026, the book has achieved Amazon Best-Seller status, marking a significant milestone in its journey.

Business Leader Jeffery Miglicco Reframes Empathy as a Strategic Advantage in New Book Co-Authored with Chris Voss. In the chapter, titled "The Hard Truth About Empathy in Business," Miglicco argues that empathy is not about avoiding hard decisions or leading through sentiment. Instead, he introduces the idea of strategic empathy, the ability to understand the real pressures, incentives, risks, and fears driving employees, customers, partners, and stakeholders, while still protecting the business and making difficult decisions when necessary.



Jeffery Miglicco - Best Selling Author

Drawing from hard-earned lessons as an entrepreneur, Miglicco reflects on early business setbacks, financing challenges, customer negotiations, family pressure, and leadership decisions that shaped his view of what empathy really means in the business world.

“For years, I misunderstood empathy as something that slowed leaders down,” said Jeff. “What business taught me is the opposite. When you understand the real pressure people are under, you make clearer decisions, protect relationships, and negotiate from a stronger position.”

The chapter challenges the common assumption that empathy and accountability are opposites. Through real business examples, Miglicco shows how leaders can acknowledge human realities without ignoring economics, performance standards, or long-term company health.

One of the chapter’s central lessons is that the request in front of a leader is rarely the full issue. A customer asking for lower pricing may be responding to board pressure. An employee asking for a raise may be seeking recognition, clarity, or growth. A partner pushing for new terms may be managing risk that has not yet been stated. Strategic empathy, Miglicco explains, helps leaders identify the real driver behind the conversation.

“Strategic empathy is not about being nice,” said Miglicco. “It is about understanding the full reality in front of you—your customer’s pressure, your employee’s motivation, your partner’s risk, and your own economics, before deciding what to do.”

The book arrives at a time when leaders are navigating rising employee expectations, tighter margins, customer retention challenges, and increasingly complex stakeholder relationships. For executives, founders, sales leaders, and managers, the chapter offers a practical argument for using empathy as a leadership discipline rather than a personality trait.

“The best leaders do not use empathy to avoid hard conversations,” said Miglicco. “They use it to have better ones.”

“Lead with Empathy” has achieved outstanding success on Amazon, earning Best Seller status across multiple business and leadership categories, including Communication & Skills, Marketing, Entrepreneurship, Marketing & Sales, and Direct Marketing.

The book also reached the coveted #1 New Release position in Direct Marketing and gained widespread recognition across Amazon's New Release lists, ranking among the top new releases in Entrepreneurship, Marketing, Communication Skills, Business Development & Entrepreneurship, Marketing & Sales, and Business & Money. These impressive rankings reflect the book's strong resonance with entrepreneurs, business professionals, and leaders seeking to elevate their impact through empathy-driven leadership.

Meet Jeffery Miglicco:

As CEO and Co-Founder of PureWay Compliance, Miglicco leads a national healthcare and medical device company dedicated to improving patient safety and the home-injection experience. Under his leadership, PureWay has grown to serve more than 200,000 locations nationwide and ship over 500,000 medical devices annually. His focus is addressing the accelerating need for safe, secure and sustainable healthcare device recover and waste management solutions for healthcare facilities and patients at home.

Beyond PureWay, Miglicco has founded and scaled multiple companies across industries, applying a disciplined, problem-solving approach to entrepreneurship. His ventures, from logistics to mobile media, reflect a commitment to building organizations that solve meaningful challenges with integrity, innovation, and operational clarity.

A devoted husband to his high school sweetheart and father of four, Miglicco's leadership approach is shaped by faith, family, and personal discipline, principles he brings into both his home and professional life. His contribution to *Lead with Empathy* highlights how intentional, values-driven leadership can transform teams, organizations, and communities, beginning with the example leaders set at home.

Readers can connect with Jeffery at JeffMiglicco.com or by e-mailing info@jeffmiglicco.com

"Lead with Empathy" is available on [Amazon.com](https://www.amazon.com) and [jeffmiglicco.com](https://www.jeffmiglicco.com).

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