LEARN | Words and phrases to inspire action

5 minutes

It starts with a prerequisite set of beliefs

For you to inspire action, prospects or clients must believe you:

- Understand them
- Validate their feelings and thoughts
- Are genuinely interested in forging a partnership with them

It often takes pivotal moments for a prospect's or client's virtual light to turn on and inspire them to act. As an advisor, using certain words and phrases can help increase the likelihood of these moments of inflection occurring.

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Favorite words and phrases to help inspire action

Here are a few of our favorites to consider adding to your vocabulary and conversations:

"We"	"Imagine"	"One small step"
"Together"	"We don't need to be all right or all wrong"	"My goal is for us to work together"

SHOW ALL

Bottom Line

Including certain words and phrases in your conversations can help you inspire prospects and clients to take actions that are in their best interests.

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What's next?

If you're interested in digging deeper into this topic, you can go to the next resource. If not, we recommend continuing to the next subtopic.

Getting started

LISTEN | An approach to learning the ***3 Dynamics***	6 minutes	→
WATCH | Why the ***3 Dynamics*** matter	5 minutes	→
LEARN | A road map to master the ***3 Dynamics***	5 minutes	→
LEARN | Prepare for success	3 minutes	→

Communicating empathically

LISTEN | Practice leaving yourself behind	8 minutes	→
LEARN | Lead with genuine interest	5 minutes	→
LEARN | Three strategies to understand purpose	5 minutes	→
PLAN | Become more empathic	15 minutes	→

Collaborating consciously

LISTEN | Put away the black robe	5 minutes	→

LISTEN | Beware of painting with a broad brush — 5 minutes

LISTEN | Don't take the bait — 5 minutes

WATCH | Why intentionality matters — 6 minutes

LEARN | Engage clients based on their coping style — 5 minutes

PLAN | Become a better collaborator — 15 minutes

Inspiring action

LISTEN | A proven approach to increase engagement — 10 minutes

LISTEN | Align by deploying the joining technique — 11 minutes

LEARN | Words and phrases to inspire action — 5 minutes

PLAN | Inspire action in others — 15 minutes

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