Chase Positivity to Inspire Action

Based on the principles of positive psychology, the 3 Dynamics will help you have more meaningful conversations with clients that inspire them to act in their best interests.

Explore the 3 Dynamics

Leverage these resources to improve your conversations with clients and prospects.

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
Explore more from Eaton Vance Advisor Institute

• Visit the Coach's Corner Blog
• Call (800) 836-2414 to request a complimentary copy of Chasing Positivity®

LEARN | Words and phrases to inspire action 5 minutes

PLAN | Inspire action in others 15 minutes

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