

Eaton Vance Advisor Institute

# Chasing Positivity<sup>®</sup>

The Charismatic Advisor<sup>®</sup> in Conversation

## 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](#)





**LEARN** | [Words and phrases to inspire action](#)

[5 minutes](#)



**PLAN** | [Inspire action in others](#)

[15 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®

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