



Eaton Vance Advisor Institute

Chasing Positivity[®]

The Charismatic Advisor[®] 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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