PRODUCT FINDER

WEALTH STRATEGIES

INVESTMENTS

INSIGHTS

TAXES AND TOOLS

< Back to overview

Chasing Positivity® > The Charismatic Advisor® in Conversation

LEARN | Lead with genuine interest

Empathic advisors are superb at building deep personal connections with prospects, clients and team members. Their ability to ask others just the right questions differentiates them from competitors. As a result they are always communicating empathically.

Prefer to save for later?

DOWNLOAD THE PDF
SHARE BY EMAIL

Asking just the right questions comes down to approach.

Questions for the sake of asking questions

This approach can backfire when you're attempting to communicate empathically. The other person is likely to perceive you as lacking a sincere desire to get to know him/her better. Consequently, it may become difficult to generate positive emotions and a motivating environment required to inspire action.

or

Questions based on genuine interest

This is the preferred method. It entails asking questions intended to help you know your subject better. When you ask questions out of sincerity, the prospect, client or team member will likely perceive you as a wonderful listener and someone who truly cares about them.

Select each area to understand the difference between asking questions out of curiosity versus genuine interest.

Instead of:
"When do you want to retire?"

Instead of:
"How's the new job?"

Instead of:
"Is your estate plan up to date?"

SHOW ALL



Bottom Line

Communicating empathically comes down to authenticity. Intentionally asking questions out of genuine interest when getting to know someone will help you master this dynamic.

RELATED READING

Attracting Clients | Bridge to Referrals | Chasing Positivity
Seize Opportunities Presented by Volatility with a Thesis

By: David Richman | April 22, 2024

READ MORE

Chasing Positivity

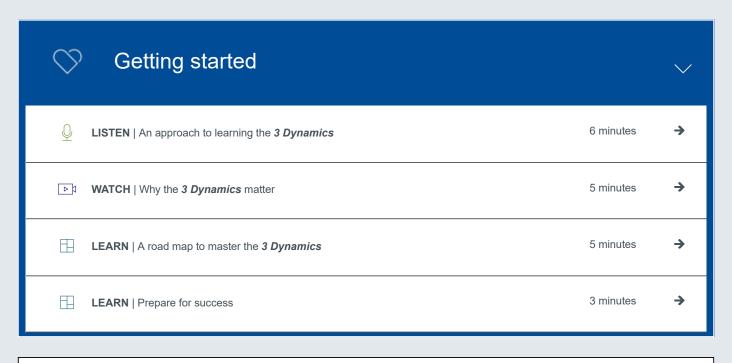
Turn Reflections into New Year's Actions

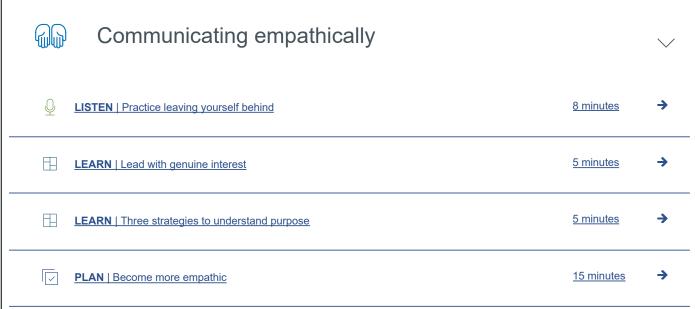
By: <u>David Richman</u> | December 19, 2023

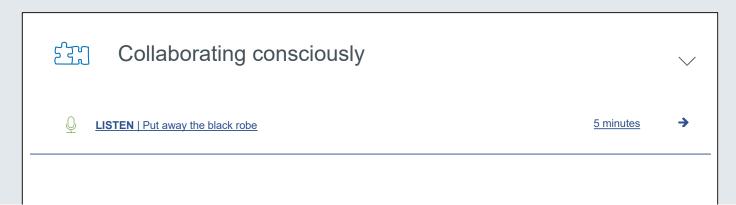
READ MORE

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.







<u>Q</u>	LISTEN Beware of painting with a broad brush	5 minutes	→
<u> </u>	LISTEN Don't take the bait	<u>5 minutes</u>	→
	WATCH Why intentionality matters	6 minutes	→
	LEARN Engage clients based on their coping style	<u>5 minutes</u>	→
<u></u>	PLAN Become a better collaborator	15 minutes	→

Inspiring action	<u> </u>
LISTEN A proven approach to increase engagement	minutes →
LISTEN Align by deploying the joining technique	minutes →
LEARN Words and phrases to inspire action 5 m	ninutes →
PLAN Inspire action in others	minutes →







HEADQUARTERSOne Post Office Square
Boston, MA 02110

Investments

Foton Vanco Fun

Eaton Vance Funds

Parametric Funds

Calvert Funds

Separately Managed Accounts

Closed-End Funds and

Term Trusts

Insights

Advisory Blog

The BEAT

Market Update Events

The Advisor Institute

Taxes & Tools

Investment Tax Center

IIIVCStillClit Tax Octit

Tax Information

Investment Tax Calculator

<u>Laddered Investing Interest</u> Rate Scenario Tool

Concentrated Stock
Position Calculator

Tax-Equivalent Yield

Calculator

Resources

Forms & E-Delivery

Mutual Funds & Abandoned

<u>Property</u>

DST Vision

Active Advisor

<u>Active Advisor</u>

Corporate Filings
Annual Reports

Press Releases

Diversity and Inclusion

Accessibility Business Continuity Privacy & Cookies Your Privacy Choices X Terms & Conditions Careers Contact

Investor Account Access Morgan Stanley Investment Management Terms of Use

To report a website vulnerability, please go to Responsible Disclosure.

Eaton Vance is part of Morgan Stanley Investment Management, the asset management division of Morgan Stanley.

For USA PATRIOT Act Disclosure Notice please click here.

뎎 This image indicates content designed specifically for Financial Advisors / Investment Professionals. This material is not to be used with the public.

Before investing in any Eaton Vance, Calvert or Morgan Stanley Investment Management Inc.-advised fund, prospective investors should consider carefully the investment objective(s), risks, and charges and expenses. Read the prospectus carefully before you invest or send money. For **open-end mutual funds**, the current prospectus contains this and other information. To obtain an **open-end mutual fund** prospectus or summary prospectus and the most recent annual and semiannual shareholder reports, contact your financial advisor or <u>download a copy here</u>. For **closed-end funds**, you should contact your financial advisor. To obtain the most recent annual and semi-annual shareholder report for a closed-end fund contact your financial advisor or <u>download a copy here</u>. To obtain an **exchange-traded fund**, ("ETF") prospectus or summary prospectus, contact your financial advisor or <u>download a copy here</u>.

Before purchasing any variable product, consider the objectives, risks, charges, and expenses associated with the underlying investment option(s) and those of the product itself. For a prospectus containing this and other information, contact your investment or insurance professional. Read the prospectus carefully before investing.

NOT FDIC INSURED | OFFER NO BANK GUARANTEE | MAY LOSE VALUE | NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY | NOT A DEPOSIT

Eaton Vance does not provide tax or legal advice. Prospective investors should consult with a tax or legal advisor before making any investment decision. The information on this Web page is for U.S. residents only and does not constitute an offer to sell, or a solicitation of an offer to purchase, securities in any jurisdiction to any person to whom it is not lawful to make such an offer.

© Eaton Vance Management. All rights reserved.

Eaton Vance open-end mutual funds are offered through Eaton Vance Distributors, Inc. One Post Office Square, Boston, MA 02110. Member <u>FINRA</u> / <u>SIPC</u>. Exchange-traded funds are distributed by Foreside Fund Services, LLC.

Publication details: Tuesday, March 5, 2024 10:50 AM

Page ID: 40225 - https://www.eatonvance.com/learn-lead-with-interest.php