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Chasing Positivity® > The Charismatic Advisor® in Conversation

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Chasing positivity can help grow your business by transforming how you communicate with prospects, clients and team members.



We encourage you to visualize the potential for accelerating business growth by embracing these foundational principles of chasing positivity:

Understanding the other person's point of view, instead of quickly passing judgement

Validating what you hear from others, even if you don't agree with them

Listening more and talking less

Collaborating with intentionality in every conversation

Positioning yourself as a partner before showcasing your expertise.

Taking steps that can improve the dynamics and functionality of your team

Quieting your inner voice to help focus on others when engaging with them



Bottom Line

For many advisors, success with chasing positivity often requires a commitment to adopt new approaches to engagement.

RELATED READING

Attracting Clients | Chasing Positivity
Replace the Commonplace: Start Client Conversations Without "How Are You?"

By: David Richman | April 30, 2024

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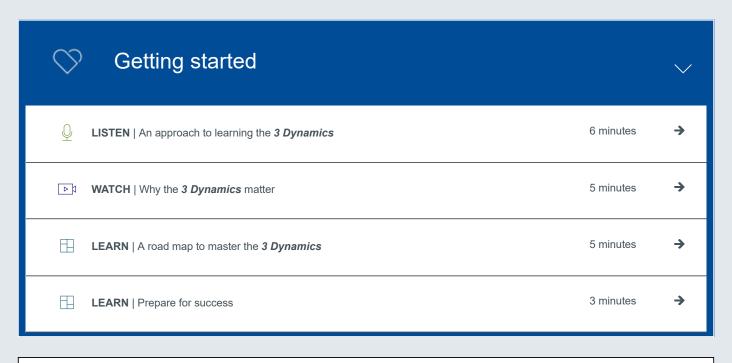
Attracting Clients | Bridge to Referrals | Chasing Positivity
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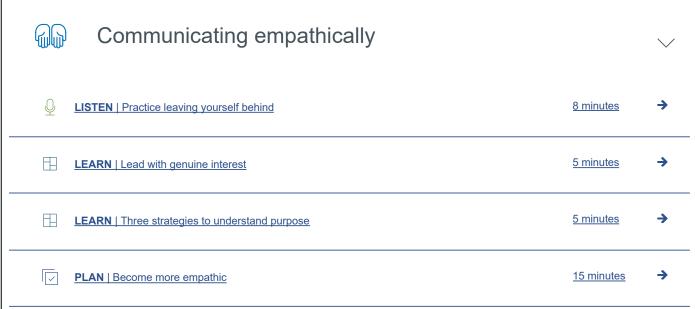
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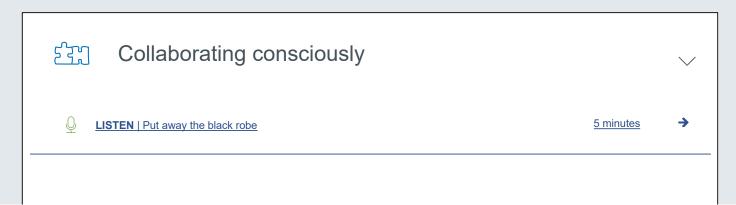
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What's next?

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.







| <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 → |







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

Page ID: 40200 - https://www.eatonvance.com/learn-prepare-for-success.php