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Chasing Positivity® > The Charismatic Advisor® in Conversation

LEARN | Prepare for success

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

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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

Collaborating with intentionality in every conversation

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



Positioning yourself as a partner before showcasing your expertise.

Listening more and talking less



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.

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[Hone Your Outside-In Lens](#)

By: [David Richman](#) | July 6, 2023

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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.




Getting started








	LISTEN An approach to learning the <i>3 Dynamics</i>	6 minutes	→
	WATCH Why the <i>3 Dynamics</i> matter	5 minutes	→
	LEARN A road map to master the <i>3 Dynamics</i>	5 minutes	→
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Communicating empathically




	LISTEN Practice leaving yourself behind	8 minutes	→
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	LEARN Three strategies to understand purpose	5 minutes	→
	PLAN Become more empathic	15 minutes	→



Collaborating consciously



	LISTEN Put away the black robe	5 minutes	→
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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](#)





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Publication details: Wednesday, September 27, 2023 1:40 PM

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