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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:

\bigcirc	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	00	Positioning yourself as a partner before showcasing your expertise.
	Listening more and talking less	0	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

Chasing Positivity

Turn Reflections into New Year's Actions

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

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Attracting Clients | Chasing Positivity

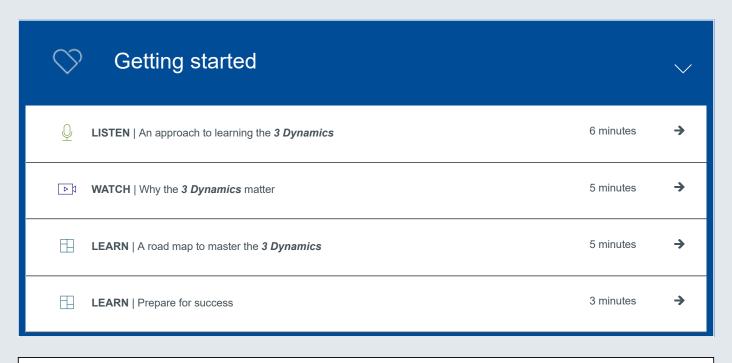
Pause Your Agenda. Turn on Agendaless Listening.

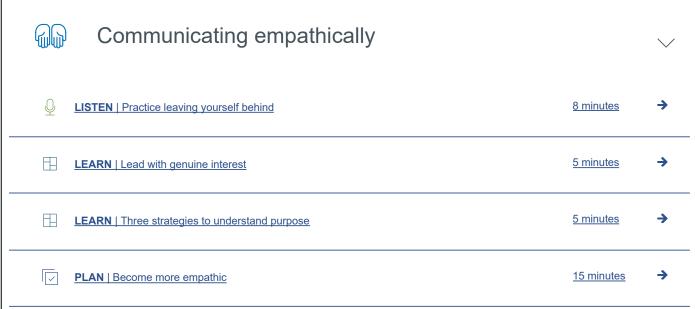
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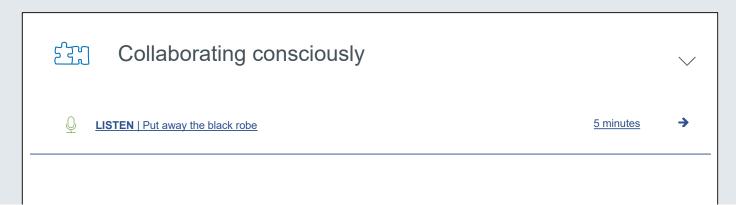
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What's next?

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	>
LISTEN A proven approach to increase engagement	minutes →
LISTEN Align by deploying the joining technique 11 m	ninutes →
LEARN Words and phrases to inspire action 5 mi	inutes →
PLAN Inspire action in others 15 n	ninutes →







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