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Chasing Positivity® > The Charismatic Advisor® in Conversation

LEARN | Prepare for success

3 minutes

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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[Replace the Commonplace: Start Conversations Without "How Are You?"](#)

By: [David Richman](#) | April 30, 2024

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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









	WATCH 3 Dynamics to Overcome Client Inertia	NEW	1 minutes	→
	LISTEN An approach to learning the 3 Dynamics		6 minutes	→
	LEARN A road map to master the 3 Dynamics		5 minutes	→
	LEARN Prepare for success		3 minutes	→




Communicating empathically









	WATCH See the World Through Clients' Eyes	NEW	1 minutes	→
	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








	WATCH Engage Clients in the Decision-Making Process	NEW	1 minutes	→
	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	→
	LEARN Engage clients based on their coping style		5 minutes	→
	PLAN Become a better collaborator		15 minutes	→



Inspiring action



	WATCH Motivate Clients to Move Forward	NEW	1 minutes	→
	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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