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Chasing Positivity® > The Charismatic Advisor® in Conversation

LEARN | A road map to master the 3 Dynamics

5 minutes

The *3 Dynamics* are guideposts for you to chase positivity and minimize the gravitational pull of inertia. Explore each Dynamic independently prior to attempting to bring them together in conversation.

Prefer to save for later?

L DOWNLOAD THE PDF.

Select each area to learn more about mastering each of the **3 Dynamics**



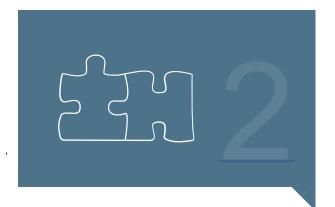
FIRST

Focus on communicating empathically Q



THIRD

Direct your energies to inspiring action ♀



SECOND

Focus on collaborating consciously Q



Bottom Line

Taken together, the *3 Dynamics* provide a genuine approach for having conversations that inspire someone to take actions that are in their best interests.

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

By: David Richman | April 30, 2024

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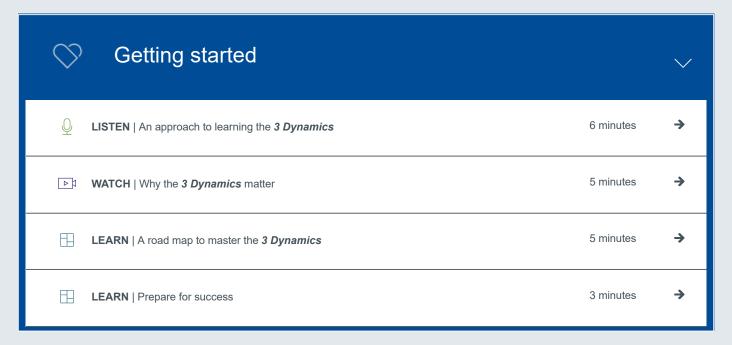
Attracting Clients | Bridge to Referrals | Chasing Positivity
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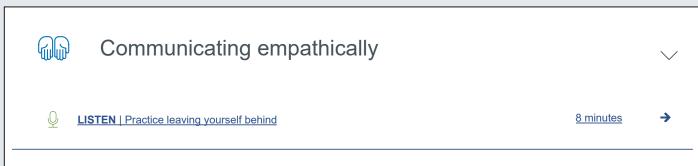
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What's next?

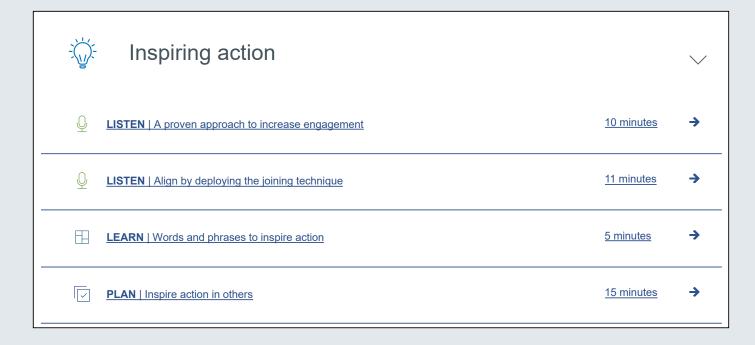
If you're interested in digging deeper into this topic, you can go to the next resource. If not, we recommend continuing to the next subtopic.





LEARN Lead with genuine interest	<u>5 minutes</u>	→
LEARN Three strategies to understand purpose	<u>5 minutes</u>	→
PLAN Become more empathic	15 minutes	→

ट्रिं Collaborating consciously	\ \
LISTEN Put away the black robe 5 minutes	→
LISTEN Beware of painting with a broad brush 5 minutes ■	→
	→
▶ WATCH Why intentionality matters 6 minutes	→
LEARN Engage clients based on their coping style 5 minutes	→
PLAN Become a better collaborator 15 minute	<u>s</u> →









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