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# WATCH | Engage Clients in the Decision-Making Process

1 minutes

THE ADVISOR  
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## Why intentionality matters


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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




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 <b>WATCH</b>   <a href="#">3 Dynamics to Overcome Client Inertia</a>	<b>NEW</b>	<a href="#">1 minutes</a>	<a href="#">→</a>
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 <b>LEARN</b>   <a href="#">Prepare for success</a>		<a href="#">3 minutes</a>	<a href="#">→</a>




## Communicating empathically










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 <b>PLAN</b>   <a href="#">Become more empathic</a>		<a href="#">15 minutes</a>	<a href="#">→</a>



## Collaborating consciously








	<b>WATCH</b>   <a href="#">Engage Clients in the Decision-Making Process</a>	<b>NEW</b>	<a href="#">1 minutes</a>	→
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	<b>LISTEN</b>   <a href="#">Don't take the bait</a>		<a href="#">5 minutes</a>	→
	<b>LEARN</b>   <a href="#">Engage clients based on their coping style</a>		<a href="#">5 minutes</a>	→
	<b>PLAN</b>   <a href="#">Become a better collaborator</a>		<a href="#">15 minutes</a>	→



## Inspiring action



	<b>WATCH</b>   <a href="#">Motivate Clients to Move Forward</a>	<b>NEW</b>	<a href="#">1 minutes</a>	→
	<b>LISTEN</b>   <a href="#">A proven approach to increase engagement</a>		<a href="#">10 minutes</a>	→
	<b>LISTEN</b>   <a href="#">Align by deploying the joining technique</a>		<a href="#">11 minutes</a>	→
	<b>LEARN</b>   <a href="#">Words and phrases to inspire action</a>		<a href="#">5 minutes</a>	→
	<b>PLAN</b>   <a href="#">Inspire action in others</a>		<a href="#">15 minutes</a>	→



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