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Chasing Positivity® > The Charismatic Advisor® in Conversation

WATCH | 3 Dynamics to Overcome Client Inertia

1 minutes



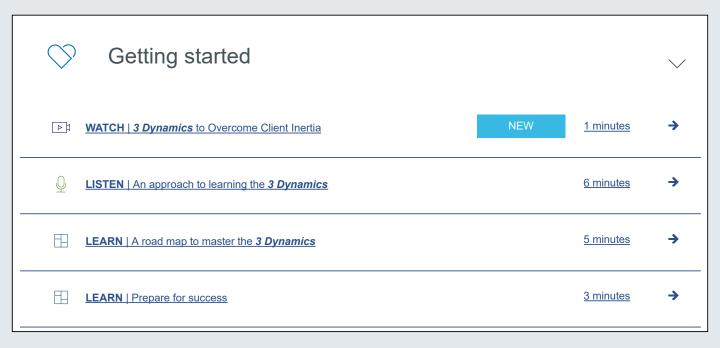
Disclosure

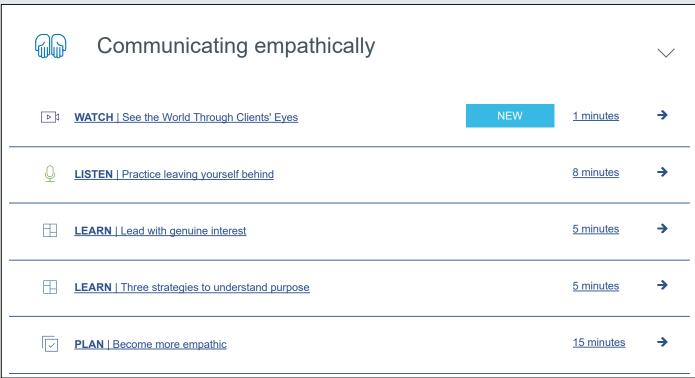
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What's next?

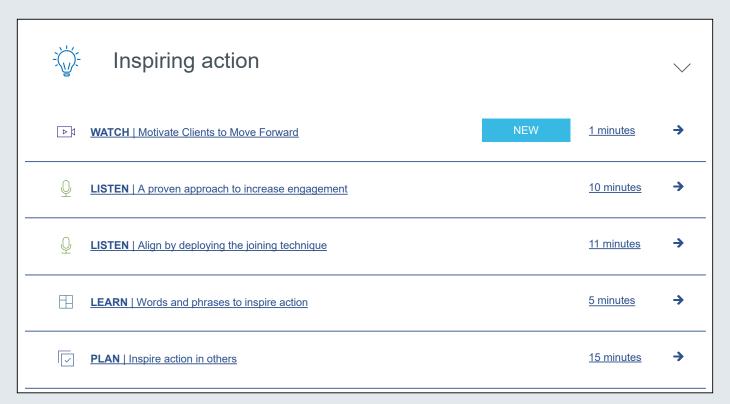
If you're interested in digging deeper into this topic, you can go to the next resource. If not, we recommend continuing to the next subtopic.





टिंग Collaborating consciously

Þ	WATCH Engage Clients in the Decision-Making Process	NEW	1 minutes	→
<u> </u>	LISTEN Put away the black robe		5 minutes	→
<u> </u>	LISTEN Beware of painting with a broad brush		5 minutes	→
<u> </u>	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	→





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