

[< Back to overview](#)

Chasing Positivity® > The Charismatic Advisor® in Conversation

WATCH | **3 Dynamics** to Overcome Client Inertia

1 minutes



ADVISOR INSTITUTE

3 Dynamics

to Overcome Client Inertia

Chasing Positivity®



What, not who, is your biggest competitor?

It's inertia.

Things in motion tend to remain in motion and things at rest tend to remain at rest.

Applying the 3 Dynamics in conversation can create motivating environments that help clients become more open to working with you and receptive to your advice.

Let's take a look.

The first dynamic is Communicating Empathically, seeking to understand the other person's perspective.

The second is Collaborating Consciously, listening to your clients so you can partner with them in the decision-making process.

And finally, there's Inspiring Action, using words and phrases that inspire clients to make a change.

To learn more about how the 3 Dynamics can help you improve your conversations and inspire clients to act, visit eatonvance.com/chasingpositivity.


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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 <i>3 Dynamics</i> to Overcome Client Inertia	NEW	1 minutes	→
	LISTEN An approach to learning the <i>3 Dynamics</i>		6 minutes	→
	LEARN A road map to master the <i>3 Dynamics</i>		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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