

Chasing Positivity®

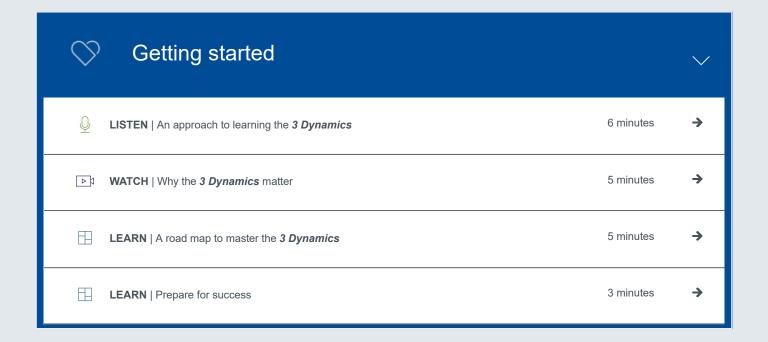
The Charismatic Advisor® in Conversation

## Chase Positivity to Inspire Action

Based on the principles of positive psychology, the *3 Dynamics* will help you have more meaningful conversations with clients that inspire them to act in their best interests.

## Explore the 3 Dynamics

Leverage these resources to improve your conversations with clients and prospects.



Communicating empathically		>
LISTEN   Practice leaving yourself behind	8 minutes	<b>→</b>
LEARN   Lead with genuine interest	<u>5 minutes</u>	<b>→</b>
LEARN   Three strategies to understand purpose	<u>5 minutes</u>	<b>→</b>
PLAN   Become more empathic	15 minutes	<b>→</b>





## Explore more from Eaton Vance Advisor Institute

- Visit the Coach's Corner Blog
- Call (800) 836-2414 to request a complimentary copy of Chasing Positivity

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