LEARN | Prepare for success

3 minutes

Chasing positivity can help grow your business by transforming how you communicate with prospects, clients and team members.

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We encourage you to visualize the potential for accelerating business growth by embracing these foundational principles of chasing positivity:

Understanding the other person's point of view, instead of quickly passing judgement

Collaborating with intentionality in every conversation

Validating what you hear from others, even if you don't agree with them

Positioning yourself as a partner before showcasing your expertise.

Listening more and talking less

Taking steps that can improve the dynamics and functionality of your team

Quieting your inner voice to help focus on others when engaging with them

Bottom Line

For many advisors, success with chasing positivity often requires a commitment to adopt new approaches to engagement.

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By: David Richman | April 22, 2024

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By: David Richman | December 19, 2023

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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

- **LISTEN** | An approach to learning the ***3 Dynamics*** — 6 minutes →
- **WATCH** | Why the ***3 Dynamics*** matter — 5 minutes →
- **LEARN** | A road map to master the ***3 Dynamics*** — 5 minutes →
- **LEARN** | Prepare for success — 3 minutes →

Communicating empathically

- **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

- **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

WATCH | Why intentionality matters 6 minutes

LEARN | Engage clients based on their coping style 5 minutes

PLAN | Become a better collaborator 15 minutes

Inspiring action

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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