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Chasing Positivity® > The Charismatic Advisor® in Conversation

# 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.

### RELATED READING

Chasing Positivity  
['Be Curious, Not Judgmental'](#)  
By: [David Richman](#) | September 22, 2021

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Chasing Positivity  
['How's Your Driving?'](#)  
By: [David Gordon](#) | September 16, 2021

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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









	<b>LISTEN</b>   An approach to learning the <b>3 Dynamics</b>	6 minutes	→
	<b>LISTEN</b>   Leveraging positive emotions	29 minutes	→
	<b>WATCH</b>   Why the <b>3 Dynamics</b> matter	5 minutes	→
	<b>READ</b>   The power of positive emotions	3 minutes	→
	<b>READ</b>   Mindset + Intentionality: A powerful combination	3 minutes	→
	<b>LEARN</b>   A road map to master the <b>3 Dynamics</b>	5 minutes	→
	<b>LEARN</b>   Prepare for success	3 minutes	→



## Communicating empathically










	<b>LISTEN</b>   Practice leaving yourself behind	8 minutes	→
	<b>LISTEN</b>   Nurturing your resilience	29 minutes	→
	<b>READ</b>   Listen with intentional intensity	3 minutes	→
	<b>LEARN</b>   Lead with genuine interest	5 minutes	→
	<b>LEARN</b>   Three strategies to understand purpose	5 minutes	→
	<b>PLAN</b>   Become more empathic	15 minutes	→



## Collaborating consciously








	<b>LISTEN</b>   Put away the black robe	5 minutes	→
	<b>LISTEN</b>   Beware of painting with a broad brush	5 minutes	→
	<b>LISTEN</b>   Don't take the bait	5 minutes	→

 <b>WATCH</b>   Why intentionality matters	6 minutes	→
 <b>READ</b>   What you resist persists	3 minutes	→
 <b>LEARN</b>   Engage clients based on their coping style	5 minutes	→
 <b>PLAN</b>   Become a better collaborator	15 minutes	→



## Inspiring action



 <b>LISTEN</b>   A proven approach to increase engagement	10 minutes	→
 <b>LISTEN</b>   Align by deploying the joining technique	11 minutes	→
 <b>LISTEN</b>   Overcoming client inertia	33 minutes	→
 <b>LEARN</b>   Words and phrases to inspire action	5 minutes	→
 <b>PLAN</b>   Inspire action in others	15 minutes	→





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