

[< Back to overview](#)

Chasing Positivity® > The Charismatic Advisor® in Conversation

LEARN | Prepare for success

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

Prefer to save for later?

[↓ DOWNLOAD THE PDF](#) 

[✉ SHARE BY EMAIL](#)

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

[Attracting Clients](#) | [Chasing Positivity](#) | [Conversations](#)
[4 Steps to Agendaless Listening](#)

By: [David Richman](#) | June 29, 2021

[READ MORE](#)


[Attracting Clients](#) | [Chasing Positivity](#)
[Make First Encounters Count This Summer](#)

By: [David Richman](#) | June 25, 2021


[READ MORE](#)








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	→
	LISTEN Leveraging positive emotions	29 minutes	→
	WATCH Why the 3 Dynamics matter	5 minutes	→
	READ The power of positive emotions	3 minutes	→
	READ Mindset + Intentionality: A powerful combination	3 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	→
	LISTEN Nurturing your resilience	29 minutes	→
	READ Listen with intentional intensity	3 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



READ | What you resist persists

3 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



LISTEN | Overcoming client inertia

33 minutes



LEARN | Words and phrases to inspire action

5 minutes



PLAN | Inspire action in others

15 minutes





HEADQUARTERS
Two International Place
Boston, MA 02110

Investments

- [Eaton Vance Funds](#)
- [Parametric Funds](#)
- [Calvert Funds](#)
- [Separately Managed Accounts](#)
- [Closed-End Funds and Term Trusts](#)

Insights

- [Advisory Blog](#)
- [Monthly Market Monitor](#)
- [Market Update Events !\[\]\(223f1a84e0bc2cacb9c165f716817dcc_img.jpg\)](#)
- [Eaton Vance on Washington](#)
- [Market Views](#)
- [The Advisor Institute](#)

Taxes & Tools

- [Investment Tax Center](#)
- [Tax Information](#)
- [Investment Tax Calculator](#)
- [Laddered Investing Interest Rate Scenario Tool](#)
- [Concentrated Stock Position Calculator](#)
- [Tax-Equivalent Yield Calculator](#)

Resources

- [Mutual Fund Sales Charges](#)
- [Parametric Sales Charges](#)
- [Forms & E-Delivery](#)
- [Fund Corporate Governance](#)
- [Mutual Funds & Abandoned Property](#)
- [DST Vision](#)
- [AdvisorCentral](#)

[Accessibility](#) | [Business Continuity](#) | [Privacy & Security](#) | [Terms & Conditions](#) | [Careers](#) | [Contact](#) | [Investor Account Access](#)

To report a website vulnerability, please go to [Responsible Disclosure](#).

Eaton Vance is part of Morgan Stanley Investment Management, the asset management division of Morgan Stanley.

 This image indicates content designed specifically for Financial Advisors / Investment Professionals. This material is not to be used with the public.

Before investing in any Eaton Vance fund, prospective investors should consider carefully the investment objective(s), risks, and charges and expenses. For open-end mutual funds, the current prospectus contains this and other information. To obtain a mutual fund prospectus or summary prospectus and the most recent annual and semiannual shareholder reports, contact your financial advisor or [download a copy here](#). Read the prospectus carefully before you invest or send money. For closed-end funds, you should contact your financial advisor. To obtain the most recent annual and semi-annual shareholder report for a closed-end fund contact your financial advisor or [download a copy here](#). Before purchasing any variable product, consider the objectives, risks, charges, and expenses associated with the underlying investment option(s) and those of the product itself. For a prospectus containing this and other information, contact your investment or insurance professional. Read the prospectus carefully before investing.

NOT FDIC INSURED | OFFER NO BANK GUARANTEE | MAY LOSE VALUE | NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY | NOT A DEPOSIT

Eaton Vance does not provide tax or legal advice. Prospective investors should consult with a tax or legal advisor before making any investment decision.

The information on this Web page is for U.S. residents only and does not constitute an offer to sell, or a solicitation of an offer to purchase, securities in any jurisdiction to any person to whom it is not lawful to make such an offer.

© Eaton Vance Management. All rights reserved. Eaton Vance open-end mutual funds are offered through Eaton Vance Distributors, Inc. Two International Place, Boston, MA 02110. Member [FINRA](#) / [SIPC](#)

Publication details: Tuesday, June 29, 2021 11:26 AM

Page ID: 40200 - <https://funds.eatonvance.com/learn-prepare-for-success.php>