

[< Back to overview](#)[Chasing Positivity®](#) > [The Charismatic Advisor®](#) in Conversation

# LEARN | A road map to master the **3 Dynamics**

5 minutes

The **3 Dynamics** are guideposts for you to chase positivity and minimize the gravitational pull of inertia. Explore each Dynamic independently prior to attempting to bring them together in conversation.

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Select each area to learn more about mastering each of the **3 Dynamics**



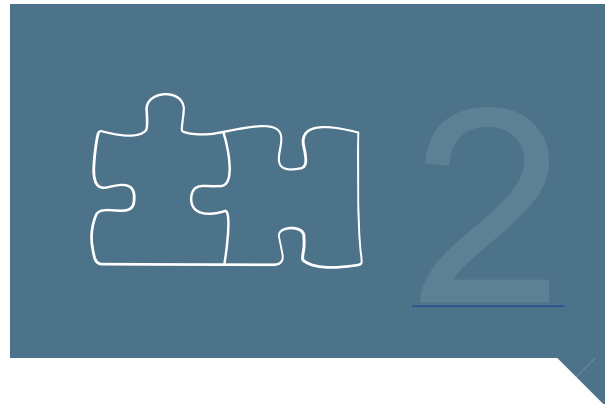
#### FIRST

Focus on communicating empathically 🔍



#### THIRD

Direct your energies to inspiring action 🔍



#### SECOND

Focus on collaborating consciously 🔍



### Bottom Line

Taken together, the **3 Dynamics** provide a genuine approach for having conversations that inspire someone to take actions that are in their best interests.

[Attracting Clients](#) | [Bridge to Referrals](#) | **Chasing Positivity**  
[Seize Opportunities Presented by Volatility with a Thesis](#)

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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