

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

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

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**



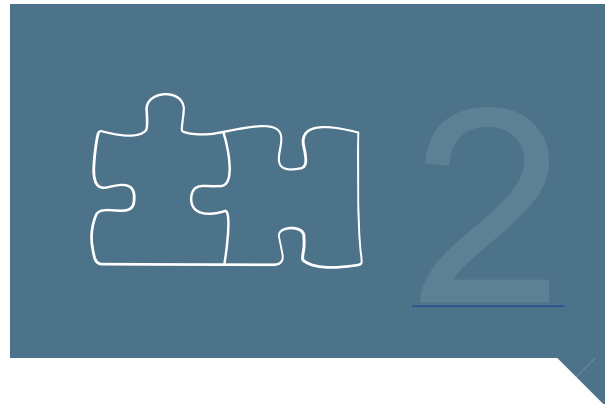
FIRST

[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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