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Chasing Positivity® > The Charismatic Advisor® in Conversation

LEARN | Words and phrases to inspire action

5 minutes

It starts with a prerequisite set of beliefs

For you to inspire action, prospects or clients must believe you:

- Understand them
- Validate their feelings and thoughts
- Are genuinely interested in forging a partnership with them

It often takes pivotal moments for a prospect's or client's virtual light to turn on and inspire them to act. As an advisor, using certain words and phrases can help increase the likelihood of these moments of inflection occurring.

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Favorite words and phrases to help inspire action

Here are a few of our favorites to consider adding to your vocabulary and conversations:

"We"

"Imagine"

"One small step"

"Together"

"We don't need to be all right or all wrong"

"My goal is for us to work together"

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Bottom Line

Including certain words and phrases in your conversations can help you inspire prospects and clients to take actions that are in their best interests.

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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	→
	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	→
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Communicating empathically



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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





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