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Chasing Positivity<sup>®</sup> > The Charismatic Advisor<sup>®</sup> in Conversation

# LEARN | Words and phrases to inspire action

PRODUCT FINDER -

## 5 minutes

It starts with a prerequisite set of beliefs

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

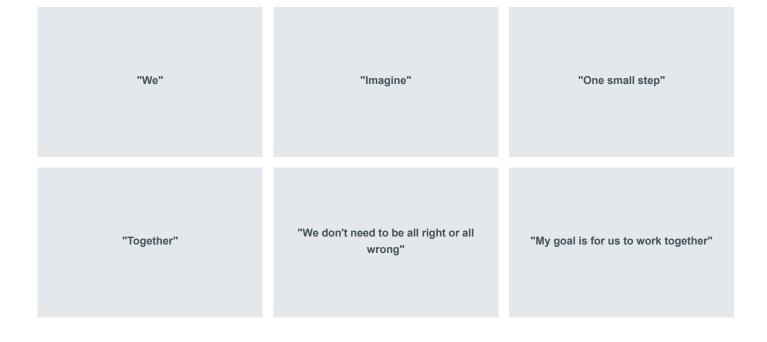
- Understand them
- · Validate their feelings and thoughts
- Are genuinely interested in forging a partnership with them

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.



UNITED STATES

Favorite words and phrases to help inspire action Here are a few of our favorites to consider adding to your vocabulary and conversations:



#### SHOW ALL



## **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.

#### RELATED READING

Chasing Positivity
<u>Turn Reflections into New Year's Actions</u>
By: David Richman | December 19, 2023

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Attracting Clients | Chasing Positivity
Pause Your Agenda. Turn on Agendaless Listening.
By: David Richman | November 27, 2023

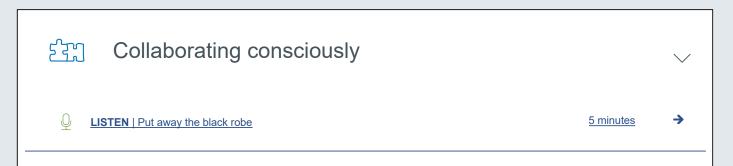
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# What's next?

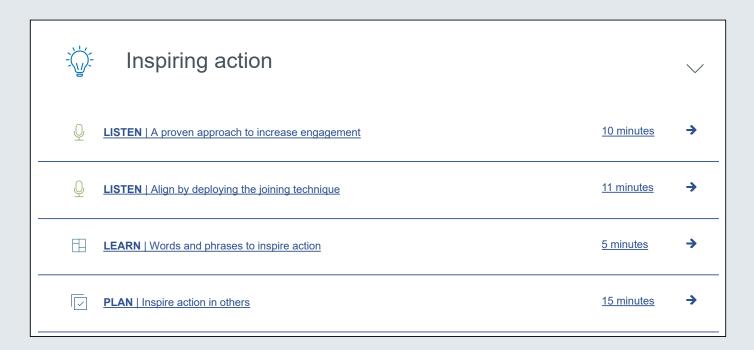
If you're interested in digging deeper into this topic, you can go to the next resource. If not, we recommend continuing to the next subtopic.

$\Diamond$	Getting started		$\checkmark$
Ŷ	LISTEN   An approach to learning the <i>3 Dynamics</i>	6 minutes	<b>→</b>
	WATCH   Why the <i>3 Dynamics</i> matter	5 minutes	<b>&gt;</b>
	LEARN   A road map to master the 3 Dynamics	5 minutes	>
E	LEARN   Prepare for success	3 minutes	<b>&gt;</b>

6	Communicating empathically		$\checkmark$
Ŷ	LISTEN   Practice leaving yourself behind	<u>8 minutes</u>	<b>→</b>
	LEARN   Lead with genuine interest	<u>5 minutes</u>	<b>&gt;</b>
	LEARN   Three strategies to understand purpose	<u>5 minutes</u>	<b>&gt;</b>
	PLAN   Become more empathic	<u>15 minutes</u>	<b>&gt;</b>



Ŷ	LISTEN   Beware of painting with a broad brush	<u>5 minutes</u>	<b>→</b>
Ŷ	LISTEN   Don't take the bait	<u>5 minutes</u>	<b>→</b>
۲ <sub>۹</sub>	WATCH   Why intentionality matters	<u>6 minutes</u>	<b>→</b>
	LEARN   Engage clients based on their coping style	<u>5 minutes</u>	<b>→</b>
	PLAN   Become a better collaborator	<u>15 minutes</u>	<b>→</b>



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