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Chasing Positivity® > The Charismatic Advisor® in Conversation

LEARN | Words and phrases to inspire action

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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