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Chasing Positivity® > The Charismatic Advisor® in Conversation

# LISTEN | The Advisor Institute

undefined minutes



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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



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	<a href="#">LISTEN   An approach to learning the <b>3 Dynamics</b></a>	<a href="#">6 minutes</a>	<a href="#">→</a>
	<a href="#">WATCH   Why the <b>3 Dynamics</b> matter</a>	<a href="#">5 minutes</a>	<a href="#">→</a>
	<a href="#">LEARN   A road map to master the <b>3 Dynamics</b></a>	<a href="#">5 minutes</a>	<a href="#">→</a>
	<a href="#">LEARN   Prepare for success</a>	<a href="#">3 minutes</a>	<a href="#">→</a>



## Communicating empathically



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	<a href="#">LISTEN   Practice leaving yourself behind</a>	<a href="#">8 minutes</a>	<a href="#">→</a>
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	<a href="#">LEARN   Three strategies to understand purpose</a>	<a href="#">5 minutes</a>	<a href="#">→</a>
	<a href="#">PLAN   Become more empathic</a>	<a href="#">15 minutes</a>	<a href="#">→</a>



## Collaborating consciously



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	<a href="#">LISTEN   Put away the black robe</a>	<a href="#">5 minutes</a>	<a href="#">→</a>
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**LISTEN** | [Beware of painting with a broad brush](#)

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**LISTEN** | [Don't take the bait](#)

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**LEARN** | [Engage clients based on their coping style](#)

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**PLAN** | [Become a better collaborator](#)

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## Inspiring action



**LISTEN** | [A proven approach to increase engagement](#)

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**LISTEN** | [Align by deploying the joining technique](#)

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**PLAN** | [Inspire action in others](#)

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