

# LEARN | A Road Map to Master the 3 Dynamics

The **3 Dynamics** of Chasing Positivity® are guideposts to help you minimize the gravitational pull of inertia and inspire action. Explore each Dynamic independently prior to attempting to bring them together in conversation.



## FIRST

### Communicating Empathically

Start your conversations by seeking to understand the other person's perspective. You can do this by:

- Leading with genuine interest.
- Practicing active listening.



## SECOND

### Collaborating Consciously

Make certain that in every conversation with a prospective or existing client you are intentional about working together. This helps minimize any objections that could divert your attention from inspiring action.

For you to inspire action, someone must believe you:

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



## THIRD

### Direct Your Energies to Inspiring Action

Inspire someone to think about why they should make a change or move forward by:

- Using words and phrases that inspire action.
- Identifying their strengths.
- Acknowledging shared priorities and principles.



## 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.

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