

**Title: Motivate Clients to Move Forward**

Have you ever had difficulty inspiring a client to move forward with your advice?

Inspiring Action is one of the 3 Dynamics of Chasing Positivity.

Words matter.

Use words and phrases that inspire action, such as:

“Imagine.” Helps someone visualize the possibilities that could result from your recommendations.

“Together.” Clearly communicates collaboration.

“One small step.” Breaks up long-term goals into smaller, achievable steps.

Apply the 3 Dynamics of Chasing Positivity in your conversations to create motivating environments that inspire clients to work with you.

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