

Title: Engage Clients in the Decision-Making Process

Are you a skilled collaborator? (*pause*) Even when someone doesn't agree with you?

Collaboration requires conscious effort.

Collaborating Consciously is one of the 3 Dynamics of Chasing Positivity.

It is rooted in ensuring clients feel at ease and that they are active participants in the decision-making process.

Start by listening with intentionality. Shift your mindset from what can ***I say*** to look smart, to what can ***I ask*** to learn more.

Then use powerful phrases to set a collaborative tone. You can say things like:

"I welcome your comments and questions."

"Please let me know if I'm not being clear."

"I view our relationship as a partnership."

By listening with intentionality and setting a collaborative tone, you can help clients feel more open to working with you.

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

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