

**Title: See the World Through Clients' Eyes**

When your clients speak, what are you hearing?

Communicating Empathically, one of the 3 Dynamics of Chasing Positivity, means seeking to understand another person's perspective without being distracted by your own agenda.

These 3 steps can help you get there.

Number 1

**Leave yourself behind.** Focus on what the other person is saying, rather than your inner thoughts.

Number 2

**Ask questions with genuine interest.** Go deeper to gain insights about their underlying thoughts.

And number 3

**Validate what they are saying.** Even if you don't agree, acknowledge their perspective.

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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