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[About Kathleen Longo](#)

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Conversational Topics

Quality conversations can help break down barriers, improve relationships, uncover true feelings and foster creativity. Psychology Today takes a look at some of the positive ripple effects that can come from improving the quality of our conversations in the following scenarios:

- How quality conversations can lead to a better workplace | [Read](#)
- How to have better conversations with your children |

Flourish Updates

Welcome to Flourish Insights™ for April. We hope you are having an enjoyable Spring. We are excited for the warmer temperatures and new growth both inside and out. Look for an announcement later this week as we continue to expand our expertise with growth in our team this month. This month's Flourish Insights™ explores communications in different aspects of our lives and the influence numbers can have on how we measure success. We hope you enjoy this information, and we will be in touch again soon with our exciting announcement.

Stop Fixating on the Numbers



This might come as a shocking statement from a person who looks at numbers as part of her profession, but we can get too fixated on numbers to determine success or happiness. My discovery of number fixation wasn't necessarily in preparation for building a new financial plan or working with a client. In this case it was related to an online shopping experience. My first question was about the quality of the item given the low price. The second question was my hesitation to buy clothes that didn't meet the "vanity sizing" standards we are used to if they arrived with tags with a larger size number. (Did you know that the sizes we see in stores and on-line are larger in the US than elsewhere, so we can make a purchase and feel good about it?)

This discovery led to some analysis about how often our

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- How to have good but difficult conversations |

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- How leaders can have mindful conversations |

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thoughts and opinions are dictated by a specific number, even though that number doesn't necessarily have any meaning on its own. We can become fixated on a specific number before anything else can happen. Plans to cut back on hours, retire, buy a 2nd home, or take a dream vacation are put on hold until we see a certain number on a spreadsheet. We can overly focus on a quarterly report or an update on where we are at, but instead should focus on how we are progressing overall toward long-term planning goals.

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Talking the Talk with Carl Richards



When it comes to money and the decisions around it, Carl Richards believes good conversation can be as important as asset allocation.

In his book *The Behavior Gap*, Richards wrote: "There is a growing recognition that great conversations about money are really great conversations about life. ... Saving, budgeting, investing, tax planning, insurance and estate planning should be related to the larger context of your life, your goals, and your values."

One of the most important things I can do when faced with a financial decision is to talk to someone I trust: a friend, a family member or a paid professional. Start talking to people you trust about questions that matter to you."

Yet, for all the value that can come from talking about money, there are times when not talking can have even more benefit. Richards, the director of investor education for the BAM ALLIANCE, explains in his article:

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