

Thank you for your interest in our November 16th webinar, *"A Practical Trust Toolkit: Celebrating 10 Years of The Trusted Advisor Fieldbook."* For those who were able to join, I hope you enjoyed the experience.

**Congratulations** to Mark Drahn, Bob Wiesner and Vivek Antonio, the three participants who won an autographed copy of *The Trusted Advisor Fieldbook*!

In case you missed the webinar, or if you want to review the content, here is a link to the [recording](#). The upcoming schedule of free webinars and recordings of past webinars can be found [here](#).

Three main themes emerged in the conversation: the importance of mindset, the need to take risk to build trust, and the value of listening. Here are some additional resources to compliment the recording:

- Charlie Green's latest blog post, [Pain Is Inevitable, Suffering Is Optional](#).
- Another classic Charlie Green blog post, [Don't Focus Just on Skillsets](#).
- From Andrea Howe, [A pre-flight checklist to help you get your mindset right](#) (subscribe to Andrea's [Weekly Tips](#) on The Get Real Project website).
- A blog post on the importance of risk-taking: [Risk Is to Trust as Vaccine Is to Immunity](#).
- Our eBook, [Six Risks You Should Take to Build Trust](#).
- Finally, this article on the importance of listening, [The Point of Listening is not What You Hear, but the Listening Itself](#).

Feel free to share these resources with your colleagues and friends, and call or email us directly at any time.

We're taking December off to celebrate the holidays with family and friends. Watch for emails about our next free webinar in January 2022. Until then, happiest of holidays to you all.

Best wishes,



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