

Thank you for your interest in our March 23, 2023 webinar, "How to Revive a Stalled Relationship." For those who were able to join, I hope you enjoyed the experience.

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

Thank you for your feedback and for sharing your **key takeaways** from the webinar. At the risk of playing favorites, these two really stood out for me:

- From Maurita: "Be brave to face the unknown without putting your own spin on it."
- From Bill: "...from the cowboy's rules of life - if you get to thinking [you're] a person of some importance, try ordering someone else's dog around."

**If you joined us live and found the webinar valuable**, would you please take a minute to record a short video testimonial? Share your experience with others by [clicking this link](#). It can be very casual and conversational – just speak from the heart! Thank you in advance for your support!

Here are some **additional resources** to compliment the recording:

- Explore the technique to help acknowledge the communication barrier, [Name It and Claim It](#);
- Learn how to up the ante using this [Best Practice for Opening a Sales Call: Bring a Risky Gift](#);
- Andrea P. Howe, co-author of *The Trusted Advisor Fieldbook* and founder of [The Get Real Project](#), has a great take on keeping the relationship alive after being turned down in her post, [What You Probably Do \(and Shouldn't\) When You Lose](#);
- This blog explains how to use the Name It and Claim It technique to [Recover from Trust Lost](#);
- For a deeper dive on recovering lost trust, watch our webinar: [5 Keys to Recovering Lost Trust](#);
- and
- Check out this cautionary tale from a decade ago about [How NOT to Do Trust Recovery](#).

Feel free to share these resources with your colleagues and friends!

I look forward to seeing you on our next Trust Matters webinar in May, "From Trusted Expert to Trusted Advisor." [Registration](#) will be available soon.

Best wishes,



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