

# Trust Relationship





# The Trust Journey

It's easy to think of building trust as an event, something we do at a specific point, then it's finished and we move on.

Events – meetings, conversations, situations – create opportunities to build trust.

But building trust in professional relationships is an ongoing journey, and, like any journey, it is best taken with preparation and the skills and tools we need not only to survive, but to thrive along the way.

*We created this Trust Relationship Survival Kit to help you reflect on your own trust journey, prepare yourself, and identify what you need to thrive while building trust.*

*Twenty years from now you will be more disappointed by the things that you didn't do than by the ones you did do, so throw off the bowlines, sail away from safe harbor, catch the trade winds in your sails. Explore, Dream, Discover.*

*— Mark Twain*





# Part 1: You Are Here

## It's a wilderness out there!

At times, the journey to build trust feels like a peaceful walk in the woods or a sunlit meadow, and at other times it can feel like scaling insurmountable mountains and crossing gaping chasms.

When you started your journey, maybe you had a specific destination in mind. Or, you might not have been sure where your journey would lead, or even if you had everything you needed.

Wherever your personal trust journey has led, you've survived it so far – and possibly in ways you never expected.

Start by reflecting on your trust journey over the past year and taking stock of what's already in your trust relationship survival kit.

# What have you experienced in the past 12 months?



## MOTIVATION

- What inspired you to build trust?
- When did you feel especially energized?



## SUCSESSES

- When did you significantly increase trust?
- What helped you get there?



## DISAPPOINTMENTS

- When did you feel lost?
- What trust challenges were you not able to overcome?



## FELLOW TRAVELERS

- With whom do you share deep trust?
- Who has traveled with you in your trust journey?

# In your Survival kit:

## What helped you thrive (or at least survive)?

 <b>TOOLS</b>	
<ul style="list-style-type: none"><li>• How did you build trust?</li><li>• What skills or strengths did you employ?</li></ul>	
 <b>TENT</b>	
<ul style="list-style-type: none"><li>• How did you protect your trust relationships?</li><li>• Which relationships allowed you rest easy or kept you up at night?</li></ul>	
 <b>FUEL</b>	
<ul style="list-style-type: none"><li>• What fueled you to build trust?</li><li>• When did you feel burned out? What caused it?</li><li>• How many matches do you have left?</li></ul>	



## Part 2: Prepare Yourself

*Your mind is a powerful thing. When you filter it with positive thoughts, your life will start to change.*

*– Gautama Buddha*

Take time to take care of yourself!

Find a quiet space to catch your breath and remind yourself of the goodness in the world around you.

Reflect on how you restore your energy and take care of yourself and others.



# Are you ready for what's next?



## GIFTS

- What gifts do you receive from your trust relationships?
- What trust gifts do you give or share in your relationships?
- Which relationships bring you joy?



## GROWTH

- How are you nourished by your trust relationships?
- Where do you look for shade when you need relief?
- What helps you thrive?



## TRANQUILITY

- What have you made peace with in the past 12 months?
- What have you *not* been able to make peace with?
- What are you grateful for?



# Part 3: Add to Your Survival Kit

*The journey of a thousand miles  
begins with one step.*

— Lao Tzu

Your trust journey is likely to take twists and turns, at times easy going, and at others seemingly filled with obstacles.

While it's important to acquire new tools, it's equally important to keep your existing tools honed and in good condition. Like physical tools, trust tools (and relationships) become dull or rusted without use.

There are many paths ahead of each of us – which will you choose?

Reflect on where you want to go next, and what you need in your survival kit to thrive.

# What will make your trust journey better?



## MAP

- Where can you build trust in your professional relationships?
- With whom do you want to build more trust?



## COMPASS

- What is your “true north” – what principles guide you?
- How will you correct course when you go off your set path?



## TOOLS

- Where do you need to tighten up your trust skills or mindsets?
- Where might you be able to loosen up a bit?
- What new tools do you need?
- How will you keep your existing tools honed?



## SATELLITE PHONE

- Who will you call when you need help?

# Trust Relationship Survival Guide

## Resources



### ASSESS:

- You know your IQ, but do you know your TQ? The [Trust Quotient](#) online self-assessment reveals your trust-building strengths and opportunities.



### LEARN:

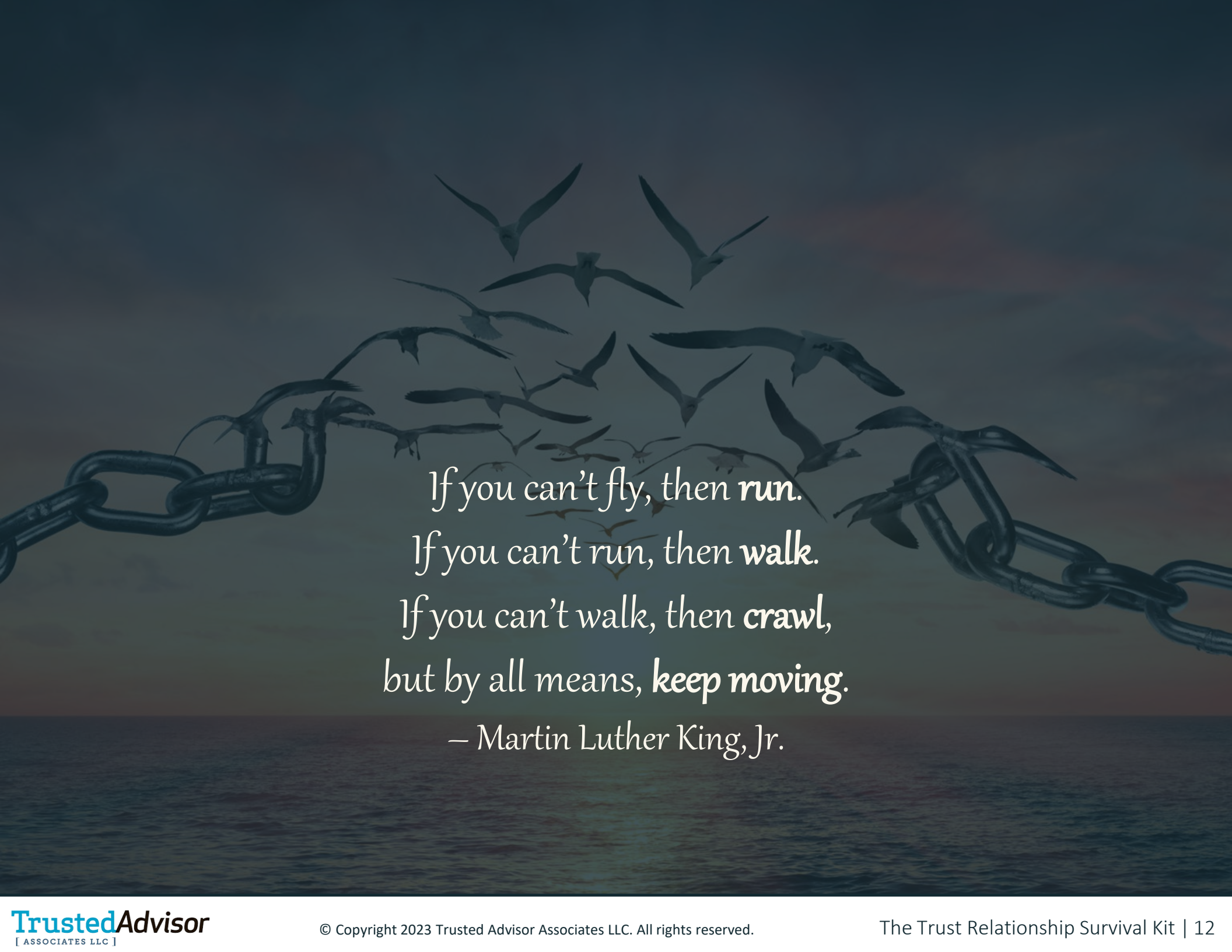
- Not sure where to start? Read [“Trust in Business: The Core Concepts”](#)
- Read *The Trusted Advisor* series of [books](#)
- Access free [articles](#), [eBooks](#) and [blog posts](#) via our website
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### ENGAGE:

- Public [webinars](#) and [mini-workshops](#) are available for individuals and small groups
- [Contact us](#) for information about private workshops and webinars



A flock of birds is flying in a V-formation over a body of water. In the foreground, a large, dark chain is visible, with some links appearing to be broken or unclipped. The background is a dark, overcast sky.

If you can't fly, then **run**.  
If you can't run, then **walk**.  
If you can't walk, then **crawl**,  
but by all means, **keep moving**.

— Martin Luther King, Jr.