



# SPEED OF TRUST

FOUNDATIONS

A ONE-DAY PROGRAM FOR ASSOCIATES AND INDIVIDUAL CONTRIBUTORS

## One-Day Outline

SECTION	PARTICIPANTS WILL BE ABLE TO:	
<b>THE CASE FOR TRUST</b>	<ul style="list-style-type: none"> <li>Quantify the impact of “Trust Taxes” on their current work and create their own case for trust.</li> <li>Learn the 3 dimensions of creating trust.</li> <li>Take ownership for creating a high-trust team culture.</li> </ul>	
<b>SELF TRUST</b> THE PRINCIPLE OF CREDIBILITY	<ul style="list-style-type: none"> <li>Model trust through character and competence and be responsible for increasing their own personal credibility.</li> <li>Clarify the specific reasons they can be trusted.</li> <li>Create a Trust Action Plan to increase their personal credibility and influence.</li> </ul>	
<b>RELATIONSHIP TRUST</b> THE PRINCIPLE OF BEHAVIOR	<ul style="list-style-type: none"> <li>Replace Counterfeit Behaviors with the 13 Behaviors of High Trust in their relationships with their boss and co-workers.</li> <li>Communicate transparently, respectfully and directly.</li> <li>Use the <i>Speed of Trust</i> Talks to have key conversations (Develop Trust, Restore Trust).</li> <li>Improve their track record of keeping commitments through a Peer Accountability Process.</li> </ul>	

**10% = 36%**

TRUST

EMPLOYEE PAY



A **10% INCREASE IN TRUST**  
 HAS THE SAME EFFECT  
 ON EMPLOYEE SATISFACTION  
 AS A **36% INCREASE IN PAY!**

—Helliwell Huang Study