



BUILDING TRUST

When you think about the people you work and live with you can see that you trust them all differently. Some you trust, some you don't, and others are somewhere in between. When you don't trust others they probably don't trust you, so if a low trust relationship is potentially beneficial to your goals, you may consider a new approach, one that can be mutually rewarding.

You can use this form to guide you through the process of creating a relationship building plan. As you create your plan to build trust with each person, keep in mind they always have a choice to trust you in return. So define your success measures clearly so you can determine if your strategy needs to be revisited, or if your timing is right.

Name of Person \_\_\_\_\_

Why I want to build trust. (Benefits to me and the person.) \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

A description of my current relationship with the person, where I would like our relationship to move to on the Trust Spiral, and how I plan to achieve it. (You can find the Trust Spiral in the Free Resources.)

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\_\_\_\_\_

**My trust building strategy:** How can I strengthen my Trust Style using my PT Profile Results?

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**Right timing:** When should I start changing my actions? How long should I sustain my trust building actions? How should I space my actions?

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\_\_\_\_\_

How will I know my trust building plan is working?

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\_\_\_\_\_



REINFORCING TRUST

When you think about the people you work and live with you can see that you trust them all differently. Some you trust, some you don't, and others are somewhere in between. It can be tempting to focus your relationship building strategy on the people you don't trust, but it is important to take a balanced approach, cultivating your existing trust-based relationships.

Of the people you trust already, select a maximum of three, who if you reinforce those relationships, you can benefit even more. Now you can use the questions below to create strategies you can use to strengthen your trust-based relationships.

Name of Person \_\_\_\_\_

Why I want to reinforce trust with this person (Benefits to me and the person) \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

A description of my current relationship with the person, where I would like our relationship to move to on the Trust Spiral, and how I plan to achieve it. (You can find the Trust Spiral in the Free Resources)

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**My trust reinforcement strategy:** How can I strengthen my Trust Style using my PT Profile Results?

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\_\_\_\_\_  
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**Right timing:** When should I start my trust sustaining actions? How long should I maintain my trust sustaining actions? How should I space my actions?

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How will I know my trust reinforcement plan is working?  
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