

BUILDING A TRUST ACTION PLAN

Instructions: Identify one individual in your network with whom you would like to have greater sense of trust. Then, consider your responses to the following questions.

Assess the situation:

What is my credibility with this individual? Does this person see me the same way I see myself? Have I had an opportunity to show this person who I am?

What does this person know/think about what I do (and how I do it)? Are there trustworthy behaviors of mine that this person does not yet know about? How can they learn of my commitment, honesty, loyalty, accountability, etc.?

Plan for action:

What is one thing I can do to understand this person better?

What is one thing I can do that would help this person understand me better?

What is one commitment I can make to this person that would showcase my reliability and consideration of their needs?

Which trust-building behaviors can I better demonstrate to this person?