



Develop Trust with Others

Everything hinges on trust. As a leader, developing trust is essential. It is so essential to our relationships that we often take it for granted. *The Speed of Trust* is a welcome guide to nurturing trust in our professional and personal lives.

The key is in understanding and learning how to navigate what author Stephen Covey calls “The Five Waves of Trust.” Covey shows how trust functions within our lives through this model and through the 13 behaviors of high-trust leaders. When it comes to trust, behavior matters and what you do has a greater effect than anything you actually say.

Reading *The Speed of Trust* will help you:

- Understand the economics of trust and its effects on speed and cost in relationships and organizations
- How you can assess your credibility based on character and competence
- Become aware of the 13 behaviors that are common in people with high-trust relationships
- Become an effective leader by inspiring and extending trust
- Take steps to restore lost trust

Where to get *The Speed of Trust*:

Order *The Speed of Trust* from Amazon.com or purchase from your local bookseller

Ideas for using *The Speed of Trust*:

- Read and discuss the book with a group that you join or organize
- Participate in a development opportunity offered by your campus that uses *The Speed of Trust* as a resource
- Read *The Speed of Trust* on your own then seek coaching from another leader to help you apply what you learn
- Review the 13 behaviors that are common in people with high-trust relationships, identify the ones that need improvement and make a plan of action to improve those trust-worthy behaviors

