Bob Prosen, Founder and CEO

- Monthly Webinar Series
- Actionable Strategies
- Real World Results





Build Lasting Trust And Get More Done!

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Trust & Loyalty

Anything More Important?

Risk

Reward

Can't delegate

Leverage

Guarded

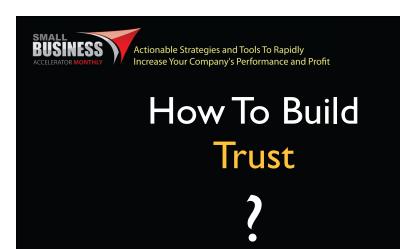
Open

Less Help

Job Easier

Work Harder

Time To Think



Make and Meet Commitments

Without Follow Up

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How Much Time Do You Spend Following Up

?

Do You Over Follow Up?

What if you cut your follow up by 50%?

You'd get more TIME!!!!

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Trust Solution!

- 1. Ask the individual to come see you
- 2. Meet in a private place
- 3. Remind person of his/her commitment
- 4. Don't discuss the person's excuses
- 5. Ask only one question

"Going forward when I ask you to do something, can I TRUST you?"

6. Follow with this statement

"Good, I'm glad we'll never need to have this conversation again"

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Leaders Inspire Loyalty & Trust

Leaders Are Under Constant Scrutiny
You Have To Be Consistent And Congruent
Uncompromising Integrity & Honesty



Have You Ever Been An Insider



How does that make you feel?

Do you treat everyone on your team as an insider?

If not, there's a TRUST issue!

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Can You Trust Team Members With Confidential Information



If not, you have the wrong people!

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Delegation vs. Abdication

- I. Choose capable people
- 2. Explain the desired outcome
- 3. Provide definitive due date
- 4. Ask people what they need
- 5. Gain commitment
- 6. Schedule and conduct updates

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Trust Is Not Optional

Do What It Takes

Get It Right

Don't Compromise

You'll Be Happy You Did!

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With Trust Comes

More Time
Confidence & Certainty
Freedom

Better Decisions

Increased Performance & Profit

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THANK YOU!

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