



Actionable Strategies and Tools To Rapidly
Increase Your Company's Performance and Profit

Bob Prosen, Founder and CEO

- Monthly Webinar Series
- Actionable Strategies
- Real World Results



www.BobProsen.com

Build Lasting **Trust** And Get More Done!

Trust & Loyalty

Anything More Important?

Risk

Can't delegate

Guarded

Less Help

Work Harder

Reward

Leverage

Open

Job Easier

Time To Think

How To Build Trust

Make and Meet Commitments

Without Follow Up

This image shows a blank sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

Trust - Most Important



Commitments Drive Trust



Low Tolerance For Missed Commitments



Treat Commitments As Promises

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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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Risk

?

If Someone Disappoints You

Avoid

Do the work yourself

Threaten

Get mad

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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”

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

1. 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

Trust Is Not Optional

Do What It Takes

Get It Right

Don't Compromise

You'll Be Happy You Did!

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