

Building Higher Trust 53 Use the Word

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One way to help build the trust between you and another person is to occasionally use the word. Look for opportunities in the normal conversations to insert the word “trust” and it can be helpful, provided the practice is not overdone.

In this brief article, I will share a few examples of how the technique can be helpful if done well. I will also share how the concept will backfire if it is overdone.

Dealing With a Teenager

Suppose you have a daughter who is going to a party. You have heard rumors of drinking at other parties in this crowd. Since your daughter is underage, you remind her of the responsibility not to drink. You might say, “I hope you have a good time with your friends, and I know that I can trust you to refrain from drinking because you will be showing a good example.”

Situation at Work

Due to a pandemic, employees are working from home where there is no way to verify if they are putting in the hours they are being paid for. As a supervisor, you might say, “I am not going to hound you about the hours worked because I know that I can trust you to do what is right. You may not be working eight consecutive hours because of family interruptions, but I know you will put in a full shift by the end of the day.”

At the Market

You have a complex order that involves several computations to figure out how much you need to pay. The person figures out the bill and hands it to you. You get out your wallet and hand over the cash without reading the details. The person says, “Aren’t you going to ask me about whether I applied all of the discounts correctly?” You say, “I know you and I trust you. I have been doing business here for several years.”

Overdone

The caution in this technique is to avoid overdoing it. Suppose you have been pulled over for speeding. You have no idea exactly how fast you were going because your mind was elsewhere. You thought that you were moving in accord with the rest of the traffic.

You tell the officer, “I am not sure how fast I was going, but I trust that your radar device is properly calibrated.” When the officer asks you for your license and registration you say, “Here they are, and I am trusting that this is the standard procedure in a case like this.”

Later in the exchange you might say, “Thank you, Officer, for doing your duty, I have great faith and trust in our law enforcement officers, and I trust that you will always do the right thing.”

Conclusion

Using the word trust in everyday conversation can be helpful at deepening the relationship between you and another person. Use it sparingly when appropriate, and it can be a helpful practice in your life.

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